

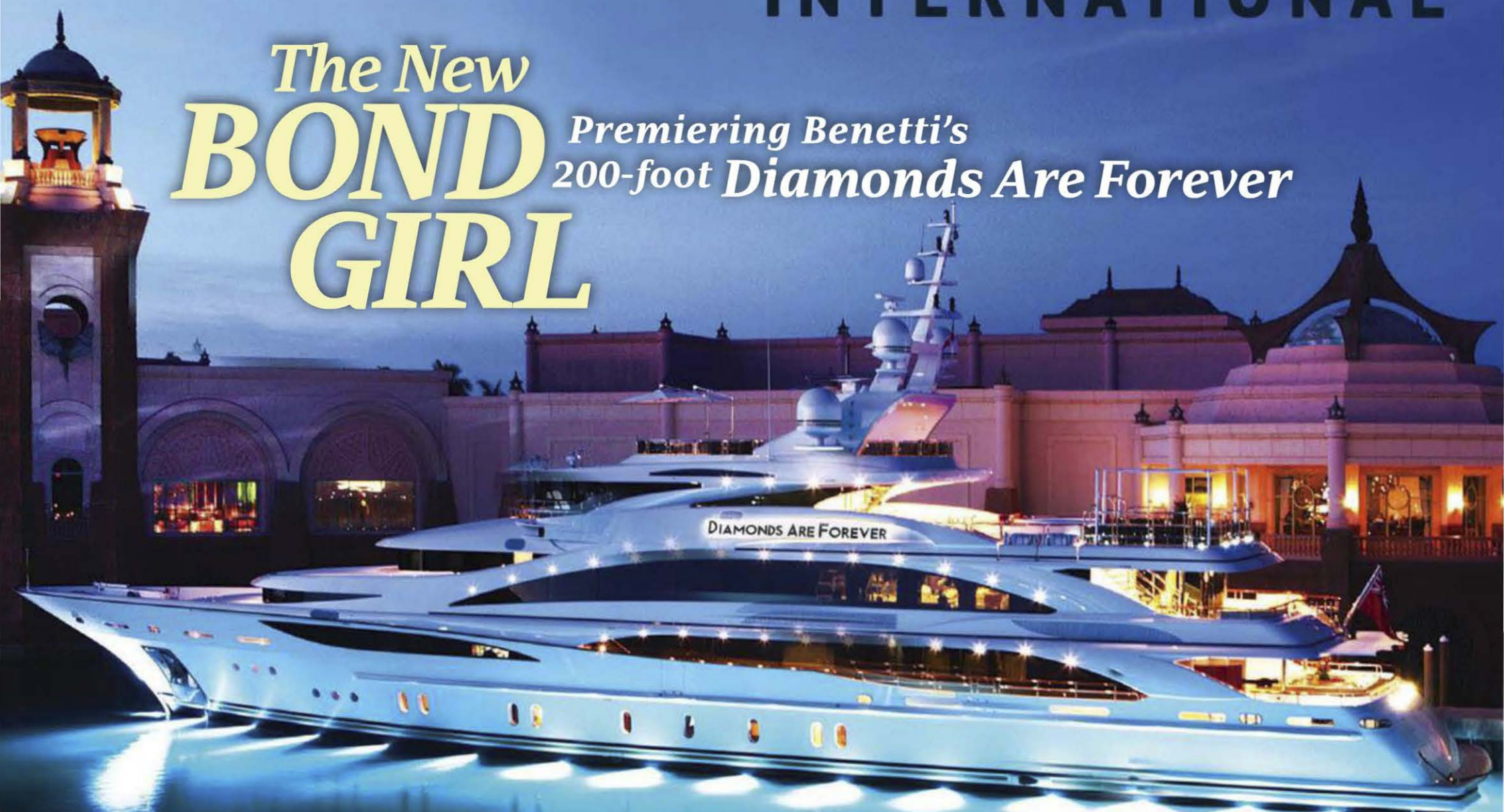
DESTINATION: ISTANBUL
CRUISING BETWEEN CONTINENTS

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DESIGN THAT WORKS

- ▶ Ultra-efficient design: 240-foot Laurel's service secrets revealed
- ▶ Captains' recommendations to improve onboard operations

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EXPLORER
E&E
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APRIL 2012



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That yacht could change the whole industry.
I have to get a look.

Ocean Alexander pairing up with Christensen
to build a Marshall design?

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some very serious attention to that.

There's an extra seat on my plane Tuesday.
Want to join me?



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The new Ocean Alexander is ready for private viewing.
Designed by Evan K. Marshall, built by Christensen.

120

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on the cover
Diamonds Are Forever lights
 up the night at The Marina at
 Atlantis in Paradise Island,
 The Bahamas. Photo by
 Buggy Gedlek

YACHTS

BERENICE

Nautor's Swan shakes things up with the latest launch in its performance-cruiser line, the Swan 80 *Berenice*, a modern take on traditional Swan values. [page 36](#)

E&E

The owner of the successful charter yacht *Jasmin* revisited the playbook for a larger version showcasing his ideas for a guest- and crew-friendly layout. [page 40](#)

DIAMONDS ARE FOREVER

A fast-yacht fanatic chooses luxury over speed for his 18th build, and the results are simply dazzling. See what happens when weight savings is no longer an issue. [page 50](#)

TATAMI

In the midst of a political uprising, Egypt quietly celebrated a revolution in yachting when a forward-thinking Egyptian launched the cutting-edge 77-foot *Tatami*—a composite wavepiercing catamaran. [page 62](#)

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DESIGN FOCUS: ENHANCING THE SKYLOUNGE

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LAUREL: A STUDY IN FUNCTIONALITY

A secretive project and an ultra-private yacht for the six years since her launch, the 240-foot Delta *Laurel* is finally showing off her efficient design. *page 72*

THE VIEW FROM THE BRIDGE

Asking six knowledgeable captains how they would design a highly functional yacht unearths a wealth of information. *page 80*

EXCLUSIVE FEATURES

SUMMER DESTINATION MARINAS

For the busiest cruising season, we reveal the ultimate marinas for entertainment, sports, shopping, dining, natural beauty and historical pursuits. *page 84*

DESTINATION: BEAUTIFULLY COMPLEX

From Istanbul's markets to the wonders of the Princes' Islands, cruising in the Bosphorus Strait introduces you to a land of Turkish delights. Plan your itinerary to coincide with the World Superyacht Awards. *page 96*

OWNER'S INTEREST: PROJECT MANAGEMENT

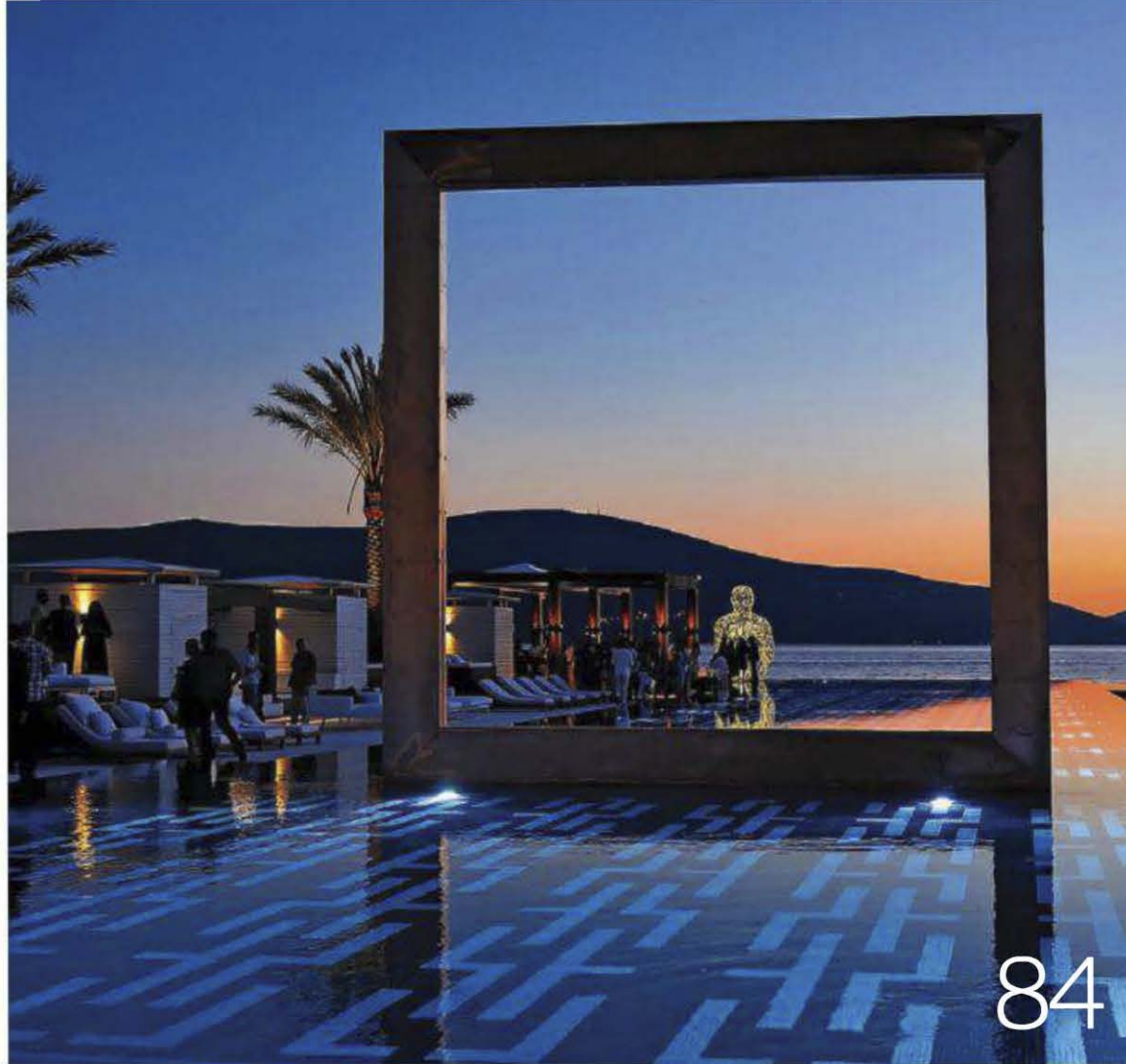
You wouldn't build your home without a general contractor, so why risk building your yacht without a skilled client project manager? *page 109*



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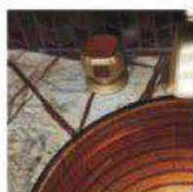


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april 2012

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ShowBoats INTERNATIONAL

PUBLISHER

Tony Harris, tony.harris@boatinternationalmedia.com

EDITORIAL DIRECTOR-USA

Marilyn Mower, marilyn.mower@boatinternationalmedia.com

EDITORIAL

Editor: **Kate Lardy**, kate.lardy@showboats.com

Managing Editor: **Danielle Aragon Cabrera**, danielle.aragon@showboats.com

Senior Editor: **Risa Merl**, risa.merl@showboats.com

Brokerage News Editor: **Malcolm Maclean**, malcolm.maclean@boatinternationalmedia.com

Contributing Editors: **Rebecca Cahilly**, rebecca.cahilly@boatinternationalmedia.com

Mark Masciarotte, mark.masciarotte@showboats.com

ART

Art Director: **Richard Taranto**, richard.taranto@showboats.com

Graphic Designers: **Cheri Betz**, **Maciel Vargas**

CONTRIBUTORS

Thierry Ameller, Jane Cody, Steve Davis, Ginny Dixon, Martin Fine, Bussy Gedlek, Claire Griffiths, Dick Holthuis/Flypictures, Roger Lean-Vercor, Esra Makara, Shaw McCutcheon, Franco Pace, Neil Rabinowitz, Claus Reissig, Andy Rice, Grace Trofa, Caroline White, Ivor Wilkins

PRODUCTION

Production Manager: **Tim Hartney**, tim.hartney@boatinternationalmedia.com

FOR REPRINTS, WEB USAGE, AND OTHER PERMISSIONS

Tim Hartney, tim.hartney@boatinternationalmedia.com

SISTER PUBLICATIONS

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Address changes: ShowBoats International, P.O. Box 28, Congers, NY 10920

Email: showboats@cambeywest.com, www.showboats.com

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SHOWBOATS INTERNATIONAL

101 NE 3rd Avenue, Suite 1220, Fort Lauderdale, FL 33301 U.S.

Tel: (954) 522-2628, Fax: (954) 522-2240

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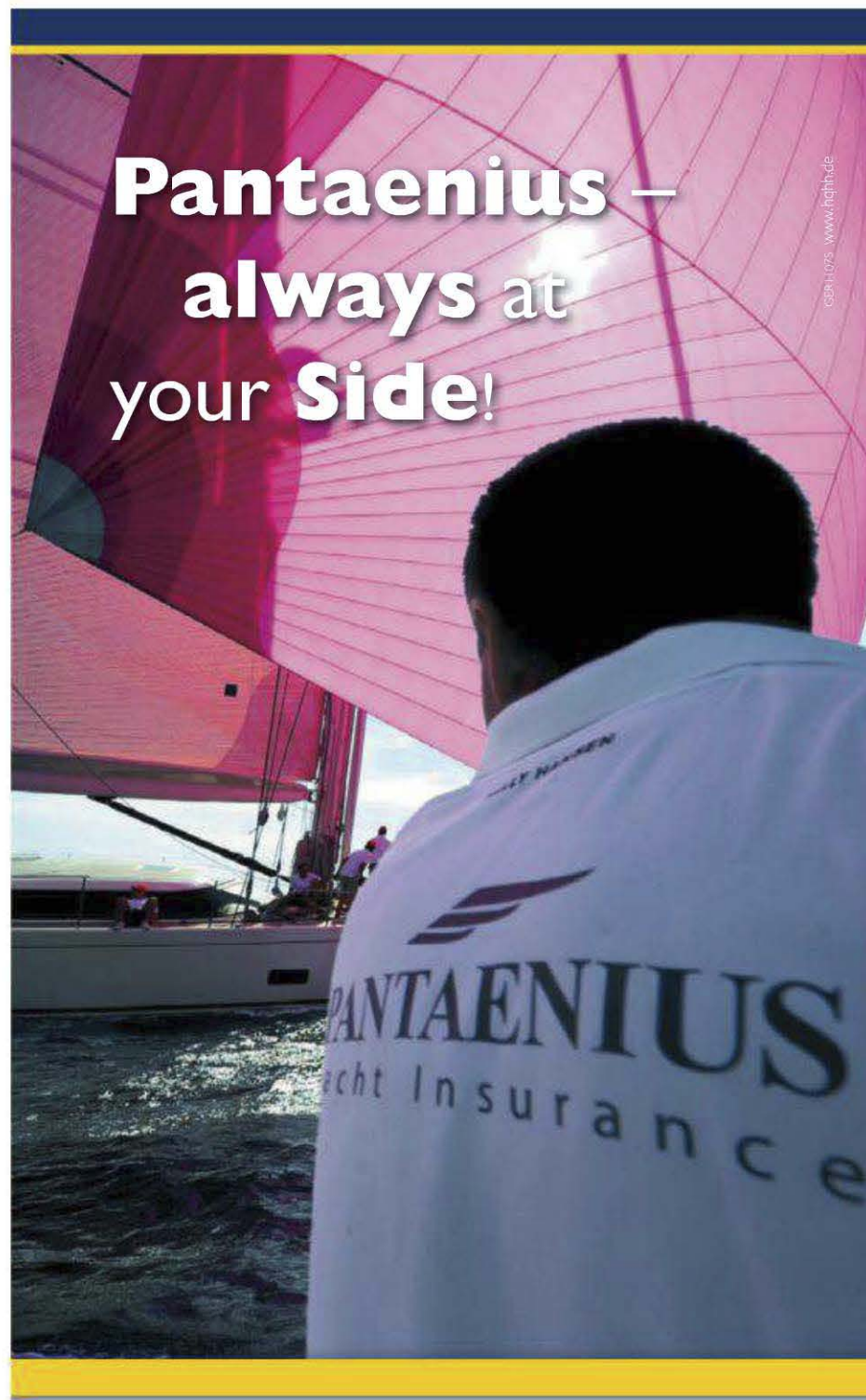
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ADVERTISING SALES

Fort Lauderdale Office

Tel: (954) 522-2628

Associate Publisher: **Ben Farnborough**,

ben.farnborough@boatinternationalmedia.com

National Account Manager: **Tanya deZanger**,

tanya.dezanger@boatinternationalmedia.com

Charter & Brokerage Account Manager: **Cambry Czuplak**,

cambry.czuplak@boatinternationalmedia.com

Business Development Manager - Luxury: **Kimberly Gonzales**,

kimberly.gonzales@boatinternationalmedia.com

Office Manager: **Mary Gurski**, mary.gurski@showboats.com

ADVERTISING SALES

London Office

Tel: +44 (0) 20 8545 9330

Sales Director: **Jeremy Roche**, jeremy.roche@boatinternationalmedia.com

Events & Luxury Sales Manager: **Luca Vasile**, luca.vasile@boatinternationalmedia.com

U.K., Benelux, Scandinavia: **Brian Lynch**, brian.lynch@boatinternationalmedia.com

Eastern Med, Middle East and Eastern Europe:

Nick Dawes, nick.dawes@boatinternationalmedia.com

France, Monaco: **Lionel Richard**, lionel.richard@boatinternationalmedia.com

Australia, New Zealand, Far East:

Pippa Johnson, pippa.johnson@boatinternationalmedia.com

MARKETING/EVENTS

Tel: +44 (0) 20 8545 9330

Event Operations Manager: **Rachel Alcock**,

rachel.alcock@boatinternationalmedia.com

Marketing & Events Coordinator: **Holly Lunn**,

holly.lunn@boatinternationalmedia.com

Events Executive: **Alexis Davis**,

alexis.davis@boatinternationalmedia.com

Sales & Events Executive: **Guglielmo Carrozzo**,

guglielmo.carrozzo@boatinternationalmedia.com

BOAT INTERNATIONAL MEDIA, LTD.

Chief Executive Officer/Publisher: **Tony Harris**,

tony.harris@boatinternationalmedia.com

Publishing Director: **Tony Euden**,

tony.euden@boatinternationalmedia.com

Commercial Director: **Victoria Lister**,

victoria.lister@boatinternationalmedia.com

Digital Director: **Nick Martin**,

nick.martin@boatinternationalmedia.com

Accountant: **Mark Goulbourne**,

mark.goulbourne@integral2.net

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41-47 Hartfield Road, London, U.K. SW19 3RQ

Tel: +44 (0) 20 8545 9330, Fax: +44 (0) 20 8545 9333, www.boatinternationalmedia.com

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Take it Personally

Sometimes it seems that yachts all share the same fundamental design; and true, many mid-size tri-decks do utilize identical space planning: main-deck salon and dining, port-side galley, forward master, guest quarters below and skylounge above. Yet, during a recent shipyard tour at Trinity Yachts I had the opportunity to compare two similar length and volume yachts nearing completion, and all I could see were the differences.

One owner chose a traditional main-deck master—but with a literal twist in its configuration—the other positioned the master up top and raised the bridge 30 inches on the deck below for better visibility, giving crew on the lower deck loft-style cabins. Small differences abounded, too: a convertible space housing the gym/spare guest cabin versus pairing the fitness room with the steam room/sauna on the sun deck; the inclusion of an elevator, or not; and details unique to each boat, such as a hidden door to the bridge, camouflaging operations on an otherwise guest deck, and positioning all guest beds to face the views.

Starting with the same hull platform, the two owners took separate paths, and both results are successful.

This issue's subtext is about ideas: clever ideas from owners who've cruised extensively, for example, those of the previously private 240-foot *Laurel*. Her carefully considered design makes us quite grateful to finally get to inspect her inner workings. Designers also chime in with

creative ideas for using the upper salon space in non-traditional ways to enhance livability.

While each yacht is a personal statement, it's hard to argue with what works or doesn't work from an operational standpoint. Functional design is paramount to everyone's enjoyment of a yacht and its maintainability. We asked captains who have spent years at sea for their opinions on what makes good design from the operational perspective.

The American owner of our cover girl, *Diamonds Are Forever*, started with a half-completed hull in order to take delivery of a 200-footer in only 20 months—then he started making lots of changes. His practical modifications that enhance both crew operation and guest enjoyment reflect his experience building 18 boats and have prompted the builder to make some changes of its own going forward.

The Turkish owner of *E&E* went down a completely different path than similar-sized builds, positioning the guest staterooms on the upper deck. He knows this works as his previous yacht with the same space planning had a stellar charter history.

Every yacht works for somebody's specific lifestyle. At the end of my tour at Trinity, I couldn't say which yacht I preferred. And that was fine—it wasn't about me. Perhaps inside these pages you'll find inspiration in the ideas of others and begin your own specific dreams.

Kate Lundy

Erratum

The wrong paint was specified for the Cheoy Lee Alpha 76 Express in the ShowBoats International February 2012 issue. Alexseal Yacht Coatings provides the coating systems for this series.

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Andy Rice

**REPORTING FROM:
WINCHESTER, ENGLAND**

Paul Cayard may have lost his trademark moustache, but he's lost none of his enthusiasm for the America's Cup. When I caught up with the San Franciscan boss of Swedish challenger *Artemis*, he was very excited about wing technology, but much vexed about the "hand grenades" that the irascible Kiwi Grant Dalton has been lobbing over the fence. [page 30](#)



Caroline White

**ON LOCATION:
MIAMI BEACH, FLORIDA**

Standing in the skylounge of *Diamonds are Forever*, while designer Evan K. Marshall searches for a switch behind the bar, the beauty of technical ingenuity is obvious. The space is exceptionally bright because the owner moved the air trunking outside—truly thinking outside the box. "Found it!" says Marshall and the marble bar top lights up. They haven't forgotten the fun or the glamour either. [page 50](#)



Esra Makara

ON LOCATION: ISTANBUL, TURKEY

How many times do you have the chance to become a tourist in your own hometown? I got to cruise Bosphorus, revisit my favorite places and make new friends. I loved it! Life is beautiful when you do the same things with a different view by exploring every little detail once again. [page 96](#)



Rebecca Cahilly

**ON LOCATION:
FORT LAUDERDALE, FLORIDA**

It was June of 2005. In the midst of Delta's busy activity, one of the largest paint sheds stood silent, its huge white doors limiting our view. Something was going on ...but we weren't supposed to know. Journalistic curiosity won out over etiquette. We crept in. Towering above us was a massive, gleaming royal blue hull. She was breathtaking. Then we were quickly escorted out. Seven years later, all is revealed... [page 72](#)



Jane Cody

**REPORTING FROM:
SUFFOLK, ENGLAND**

As thoughts turn away from winter snow and towards summer cruising, the superports of the world are ready and waiting. Whether it is making the most of the surrounding natural assets, or providing the finest dining and shopping or the all-round facilities and location required to make a good homeport, the world's best superyacht marinas continue to innovate and invest at a very healthy level. [page 84](#)



Ivor Wilkins

ON LOCATION: CAIRO, EGYPT

The shadowy silhouettes of armored cars sliding through the night on their way into Cairo; Tahrir Square full of billowing red banners the next morning: These are among the many images of a visit to post-revolution Egypt to view the bold efforts of Philippe Maari to modernize boat-building in an ancient and troubled land. The two wavepiercing catamaran projects he has undertaken are testament to his passion and commitment. [page 62](#)

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inSIGHT

REFIT BREATHES NEW LIFE INTO ICONIC YACHT

Pendennis made personal history by completing a four-month refit of the historic yacht *Dona Amélia* (previously known as *Haida G*). At 233 feet, she is the largest yacht Pendennis has ever refitted, and she is the first refit to take place at the newly rebranded Pendennis Plus facility (ex-Devonport Yachts) in Falmouth, U.K.—the new build *Vava II* launched here in fall 2011.

Originally named *Haida*, the yacht was designed by Cox & Stephens and launched by Krupp in 1929. Built for Max Fleischmann who made his fortune with Fleischmann's Yeast, she spent the years leading up to World War II in the Pacific. After serving the U.S. Navy as the *USS Argus*, she was sold to cotton magnate Maurice Ada who named her *Sarina* and used her in Egypt and the South of France. It was her next owners, Larry Green, Loel Guinness and Hollywood's Robert Stigwood, who added a second funnel. After changing hands again, her name changed to what most know her as—*Rosenkavalier*. The next owners were the Isaka family of Japan and Andreas Liveras of Greece.

During an extensive refit in 1999, she had much of her hull replated, the false funnel removed, her original diesel engines overhauled and she was renamed *Haida G*. She was refitted again in 2007 at Amico in Italy and brought to MCA class for charter. She has garnered recent celebrity for her role in the 2008 film "Mama Mia."

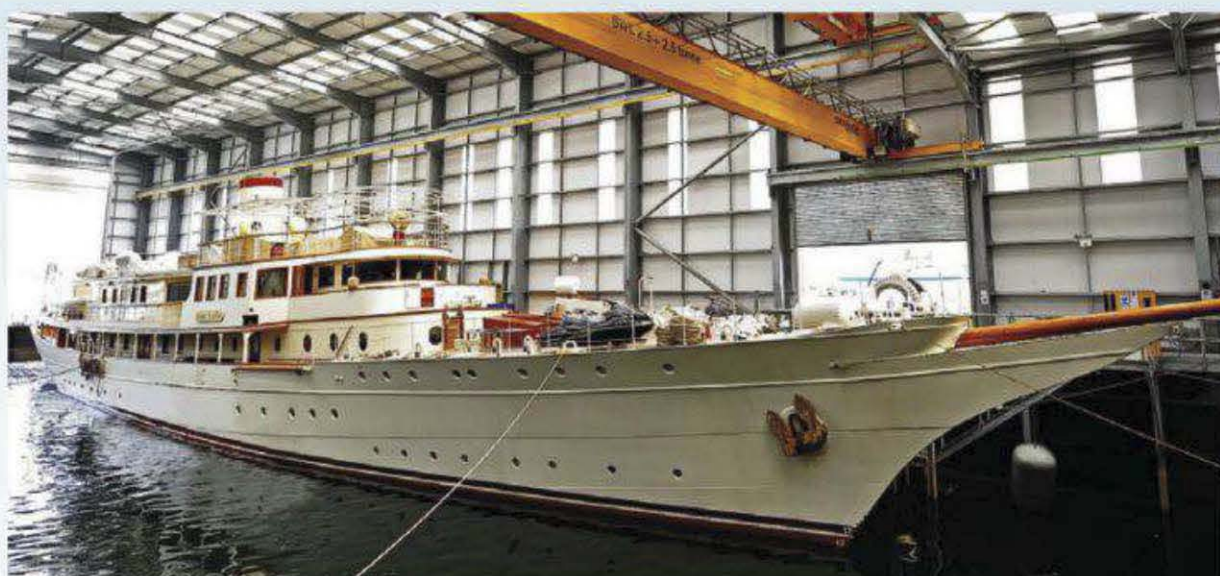
Pendennis' refit program for the historic *Dona Amélia* was mostly engineering focused, with an overhaul of her original 1928 Krupp Germania Werft main engines. Other work included refurbishing the generators, air conditioning, watermakers, thrusters, hydraulics and windlass. Pendennis Plus repaired the tanks and updated the A/V systems, galley and Jacuzzi. Exterior updates involved freshening the teak decks and brightwork.

Refits taking place at Pendennis include the 174-foot Perini Navi *Jasali II* and the Feadships 106-foot *Heavenly Daze* and 204-foot *Virginian*. www.pendennisplus.com; +44 (0) 13 2621 1344





DONA AMÉLIA IS THE LARGEST REFIT TO BE UNDERTAKEN BY PENDENNIS AND THE FIRST AT ITS NEW PENDENNIS PLUS FACILITY.



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YOGI'S LAST MOMENTS

The 198-foot Proteksan-Turquoise *Yogi* went down in the waters off Greece. View the video on the app and read the full story online at www.boatinternational.com

DIAMONDS ARE FOREVER

See the sparkle and glamour of our favorite Bond girl—the 200-foot Benetti *Diamonds Are Forever*—brought to life in a private video tour.

AMERICA'S CUP

American yachtsman Paul Cayard, CEO of Swedish team Artemis Racing, shares his take on the upcoming 34th America's Cup.

EXCLUSIVE EVENTS

Prep for the spring and summer yachting season with video from last year's Caribbean Regatta & Rendezvous, Loro Piana Regatta and The Rendezvous in Monaco.

FDHF COMES TO LIFE

Heesen's 213-foot Fast Displacement Hull Form yacht is well underway. Get a behind-the-scenes look with time-lapse video of her build.

Available on iTunes/
ShowBoats International

TOP 100 LIST'S LATEST ENTRY

Oceanco's most recent launch has earned itself a spot on the World's 100 Largest Yachts list. At 290 feet, hull number Y707 is the Dutch builder's second-largest yacht to date. She features a sleek exterior and contemporary interior—highlighted in materials such as eucalyptus, teak and white onyx—both styled by Australian-based Sam Sorgiovanni Designs. She will accommodate 12 guests in a master suite and five VIP cabins, including a deluxe VIP with its own lounge and his-and-hers en suite. Notable features include a 15-foot oval pool with an adjustable-height floor, a helipad on the sun deck and an indoor 3D movie theater. Y707 is scheduled for delivery this spring.

www.oceancoyacht.com; +377 93 10 02 81

LOA: 290' 4" (88.5M)
BEAM: 46' 7" (14.2M)
POWER: 2 X MTU 20V 4000 M73L
SPEED (MAX): 20 KNOTS



MULDER'S LATEST WHEELHOUSE

An order for a 75-footer—by a European client who plans to cruise in the U.S.—becomes a new model in the Dutch builder's Wheelhouse line. With a round-bilge hull and powered by two 715-hp Caterpillar C12s, she'll provide comfortable cruising and a 20-knot max speed. She has classic good looks with a dark-blue hull and teak decks. Mulder will launch a 72 this spring; its 98 Flybridge will deliver in 2013. www.jachtwerfmulder.nl; +31 (0) 71 561 2325

THE NEW J CLASS: A MODERN CLASSIC



In 1934, the Herreshoff-built J-Class yacht *Rainbow* won the America's Cup. Generations later, Dutch yard Holland Jachtbouw has launched her replica, based on the original William Starling Burgess design, but with a modern update from Dykstra & Partners. The new 131-foot black-hulled *Rainbow* has been constructed in aluminum and has a carbon mast and rigging and North Sails' 3DL sails. She will host a sizeable racing crew of 25 to 28.

Despite the modern build and sail plan advances, she retains her classic styling in-

side and out. The interior will feature a 1930's décor and will accommodate eight guests in three cabins (a master, double and twin plus two Pullmans) and eight crewmembers. Lloyd's registered and MCA compliant, *Rainbow* will be available for charter. She is the seventh J Class currently on the water.

www.rainbowjh2.com;
+31 (0) 62 198 4519
www.hollandjachtbouw.nl;
+31 (0) 75 614 9133

LOA: 131' (39.9M)
BEAM: 20' 11" (6.4M)
DRAFT: 16' (4.9M)

CUSTOM TRINITY FOR FAN OF THE MARQUE

After buying a Trinity on the brokerage market and using her for many years, an owner hailing from Mexico ordered his own custom Trinity, the 164-foot *Tsumat*. She recently splashed at the Gulfport, Mississippi, shipyard. *Tsumat* is intended for private use. She will accommodate 12 guests—in six en suite staterooms—and 11 crewmembers. The full-width master features a strategically placed forward-facing bed that enjoys 180-degree views.

The tri-deck steel-and-aluminum yacht has interior design by U.S.-based designers J.C. Espinosa and Ramon Alonso. www.trinityyachts.com; (228) 276-1000

LOA: 164' (49.9M)
BEAM: 28' (10.2M)
DRAFT: LESS THAN 8' (<2.4M)

DISPLACEMENT: 320 LT
SPEED (MAX/CRUISE):
22.5/18 KNOTS



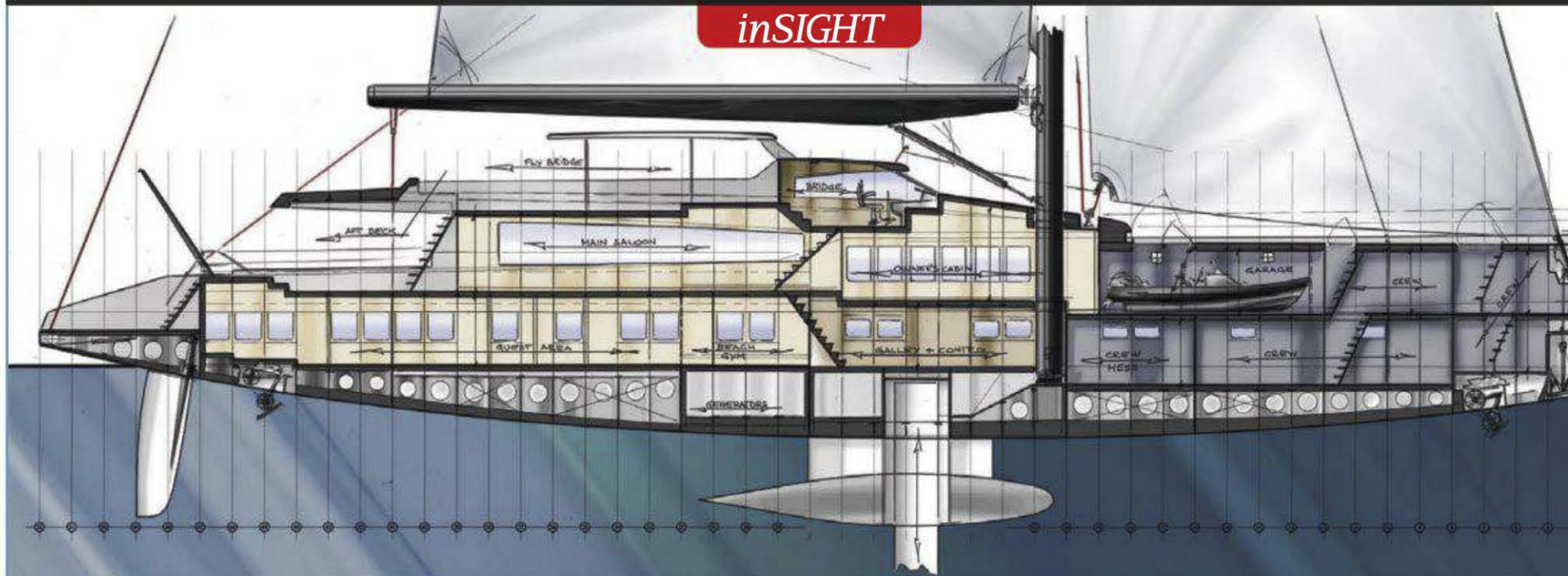
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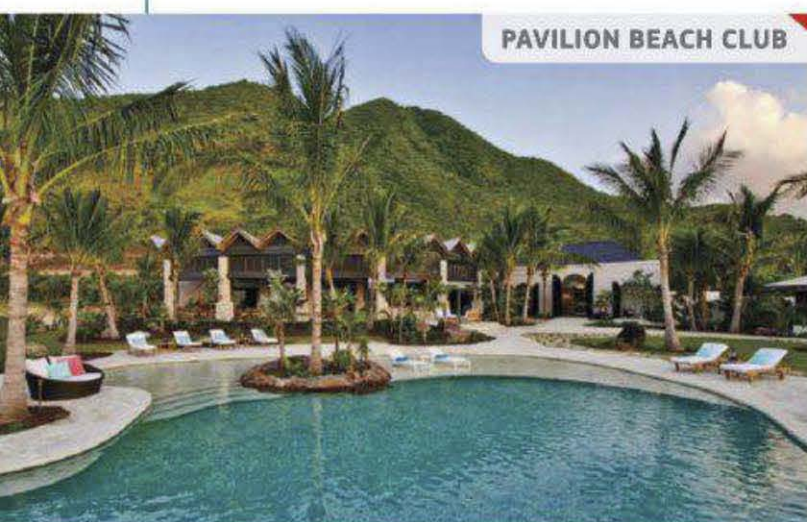


LET THERE BE LIGHT: NEW BARRACUDA ENGINEERED FOR EXPANSIVE WINDOWS

"We have an owner who really loved the windows on [105-foot sloop] *Akalam* and wants to push the idea further," says Iñigo Toledo, head of Spain's Barracuda Yacht Design, regarding his new 171-foot performance-oriented motorsailer. "[It has] large hull windows, bigger than those of *Akalam*, for all guest accommodations aft, as well as for the central master cabin. Whatever gets cut away by a window needs to be replaced somehow—so reinforced framing and hull plating is used all around them. No loads from the rig are allowed to reach any hull window. This is achieved by making stiff supports for the rig and directing all loads straight there, away from hull sides."

The owner is also interested in noise and vibration control, a challenge Toledo met by combining well-considered engines, mounting and insulation. "Instead of one big engine, we plan four smaller generators producing electricity to be used by two electric motors. This reduces vibrations dramatically from their source," he says. "Then we mount the whole interior in a flexible structure, like a box within a box, to stop vibrations directly touching any major interior panel."

Testing and VPP calculations indicate the 171 will achieve upwind speeds of 14 knots from 20 knots breeze at minimal heeling angles. www.barracuda-yd.com; +34 (0) 914 40 04 50 – CAROLINE WHITE



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FIRST MEGAYACHT MARINA COMES TO ST. KITTS

ShowBoats International was on site at St. Kitts' newest development, 2,500-acre Christophe Harbour, as the first phase of dredging was completed, bringing the inner harbor's depth to 20 feet.

"Our goal will be to get *Maltese Falcon* in here," says Buddy Darby, CEO of Kiawah Partners, the developer of Christophe Harbour. Darby's own Perini Navi, the 154-foot *Andromeda la Dea*, visits St. Kitts regularly. As a yacht owner, Darby has a special interest and insight into the amenities to be provided. Onsite customs and immigration is a priority, as well as high-end provisioning.

The 250-slip marina will accommodate 60 yachts of 200 feet and up and also will have a seawall to accommodate much larger yachts. Docks are for sale and available for visitors. Stern-to dockage for six yachts is now open, welcoming yachts in the protected harbor with the ability to bring in fuel or pump-out services.

Elements of the shoreside development are already open, including the luxurious Pavilion beach club, Turtle Beach bungalows and Beach House restaurant. Future plans call for a five-star hotel and a Tom Fazio-designed golf course. www.christopheharbour.com; (800) 881-7180

FIERCE AUSTRALIAN DUO

"The brief was to produce a pair of edgy, masculine-looking boats," says Will Allison of Australia's Imaginocean Yacht Design of the matching 154-foot motor yacht and 26-foot tender his firm designed for C.Way Pty, a new builder founded by an Australian entrepreneur. Both yachts are building on spec with the tender launching June 2012.

On the mothership, full-height windows will slide open in the full-beam main salon to create an open-air space. The tender is designed as a hybrid limo tender and day boat for watersports. www.imaginocean.net; +61 (0) 4 1936 6885



PHOTO BY PATRICK O'BRIEN

Register in the...

The British Virgin Islands comprises over 40 islands made up of lush, green mountains, sheltered harbours and white sandy beaches scattered in an aquamarine sea.

These idyllic surroundings are matched by premier yachting, financial services and tourism which make up the BVI's full service offering.

The Virgin Islands Shipping Registry (VISR) is a proud Category 1 member of the Red Ensign Group of British Registries. VISR is dedicated to providing a high standard of attention and services to registered ship and yacht owners to operate their vessels economically, efficiently and safely at home and abroad.

British Virgin Islands



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Up-to-date maritime legislation based on English Common Law that includes excellent mortgage protection.

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Party to relevant International Maritime Conventions and Classifications – AXON, UK Maritime & Coastguard Agency (MCA), RedEnsign Group, etc.

Vessels flying the Virgin Islands Red Ensign are entitled to British Diplomatic/Consular support and Royal Navy protection.

Virgin Islands Shipping Registry

www.vishipping.gov.vg

The BVI sets the highest international standards of transparency, regulation, collaboration and cooperation as an offshore financial centre with professional service offerings including trust and estate planning, captive insurance, fund and investment structures, corporate business, legal advisory, auditing and bank services.



BRITISH VIRGIN ISLANDS
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T: +1 284 468-4335 | www.bviifc.gov.vg





CLIENT RETURNS TO AMERICAN BUILDER FOR A LARGER YACHT

With the signing of a new 160-foot Custom Series yacht, Vancouver, Washington-based builder Christensen Shipyards marks a milestone of sorts—this is the 20th time that a customer has returned to Christensen for a new yacht. In this case, the previous owner of the 120-foot Christensen *Cacique* has tasked the American builder with creating his larger yacht.

This will be one of the first U.S.-flagged yachts capable of commercial charter in Europe for up to 12 passengers. The owner's stateroom will be situated on the main deck and four en suite

guest staterooms and a VIP will be found on the lower deck. Tonya Lance of VARO Interior Design has created a contemporary and elegant interior highlighted by custom woodwork and stonework to be fabricated by Christensen's in-house team of craftsmen.

The 160-footer's exterior styling will stay in the Custom Series family with its raised forward full-sheer bulwark and vertical pilothouse windows. Her hull will be finished in light-gray paint. Delivery is scheduled for September 2013.

www.christensenyachts.com; (360) 695-3238



66M GT



177' PANORAMA



41M CLASSIC

ITALIAN BUILDER'S ORDER BOOK FILLS UP

ISA is flush with work from three new orders recently reported. The largest is the ISA 66M GT, a 217-foot motor yacht from the new Gran-turismo series, unveiled at the Monaco Yacht Show. Designed by Andrea Vallicelli, this series is notable for its spacious exterior areas. Built in aluminum, the 66M GT is characterized by a vertical bow and is designed to offer low fuel consumption. When delivered in summer 2014, she will be the new flagship of the Italian yard.

Second in size is *Panorama*, a 177-foot steel-and-aluminum

displacement motor yacht designed by Horacio Bozzo with an interior by Studio Massari. Her delivery is also scheduled for summer 2014. The third order, for a repeat client, is similar to the recently delivered yacht *Liberty*, albeit shorter with a length of 135 feet. A 41M ISA Classic, the steel-and-aluminum tri-deck displacement yacht is also designed by Andrea Vallicelli. She is scheduled for delivery during summer 2013. www.isayachts.com; +39 071 502 191

— RAPHAEL MONTIGNEAUX

inBRIEF

THE WESTPORT HULL 4006 HAS BEEN DELIVERED. SHE IS THE U.S. BUILDER'S SIXTH LAUNCH SINCE INTRODUCING ITS 40-METER SERIES.



BUSY TIME FOR DUTCH YARD

It's been nonstop since the beginning of the year for Heesen as the builder celebrated back-to-back deliveries, launches and hull joinings. First, the yard announced the delivery of its largest displacement vessel to date in the 180-foot *Serenity*. Heesen worked with naval architects Van Oossanen and Associates to develop the hull design, which was designed with a traditional flared bow to permit minimal green water on deck, according to Perry van Oossanen.

Designer Frank Laupman of Omega Archi-

tects provided exterior and interior styling; he has given *Serenity* the negative-sheer bow that is a trademark of Heesen. Laupman's contemporary interior accommodates 12 guests in six staterooms. The forward owner's suite features a modern circular layout with two side balconies and floor-to-ceiling windows.

Soon after delivering *Serenity*, Heesen launched the 147-foot Project Zentric (originally built on spec), which her owners christened *Lady L*. Due for delivery later this year,

Lady L is the eighth yacht to be launched in Heesen's 44-meter all-aluminum class. She represents a few firsts in this successful class; she will reach a top speed of 25 knots, which Heesen says will make her the fastest, and she has been designed to maximize deck space, with the 484-square-foot sun deck being a prime example. Laupman also designed *Lady L*'s Deco-inspired interior with an emphasis on space.

Work also has moved forward on the construction of the 65M (213-foot) Fast Displacement Hull Form yacht. Developed by Van Oossanen, the slender hull is designed to be 30 percent more efficient than traditional hard chine or round bilge hulls. The 65M's hull and superstructure were joined, and she is in the outfitting stages with delivery scheduled for June 2013. See the time lapse "making of" the FDHF video on the ShowBoats app.

www.heesenyachts.nl; +31 (0) 61 149 9600

SERENITY
LOA: 180' 5" (55M)
BEAM: 33' 2" (10.1M)
DRAFT: 10' 6" (3.2M)
DISPLACEMENT
(HALF LOAD):
610 TONS
POWER:
2 X MTU 12V 4000 M60
SPEED (MAX): 15 KNOTS

LADY L
LOA: 146' 10" (44.8M)
BEAM: 29' 6" (9M)
DRAFT: 9' 3" (2.8M)
DISPLACEMENT
(HALF LOAD): 280 TONS
POWER: 2 X MTU 16V
4000 M90



AWARDS

U.S. Sailing's 2011 Rolex Yachtsman and Yachtswoman of the year are Bill Hardesty and Anna Tunnicliffe. San Diego, California-based Hardesty is the Etchells World Champion, and Plantation, Florida-based Tunnicliffe is the ISAF Sailing World Champion.

295'

THE LENGTH OF THE NEW BUILD THAT BENETTI ANNOUNCED AT THE RECENT MIAMI YACHT & BROKERAGE SHOW—SHE IS THE ITALIAN BUILDER'S LONGEST YACHT TO DATE.

AMELS' SCIMITAR-BOWED 199 TAKES SHAPE

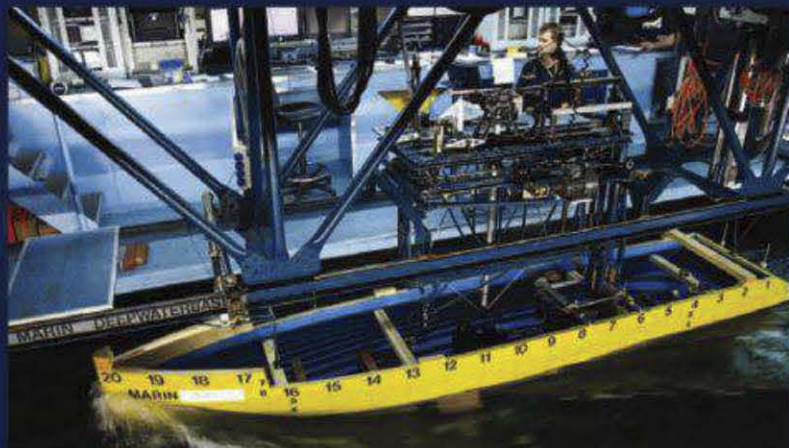
"The whole process is going so fast," says Nick Flashman, build captain of Imperial Yachts, the construction manager for the Amels 199, reporting on the progress of the Dutch builder's new model (see *SBI* June 2011). "The hull construction was completed four weeks ahead of schedule. We took the boat out of the water in November, and by end of December the hull already had been faired from stem to stern, with three or four coats of filler applied."

Production already had begun when the owner decided to make extensive changes to the layout, notably the addition of a touch-and-go helipad on the foredeck, an enclosed lounge on the sun deck and a central staircase to connect all levels. Despite the steel already having been cut and the early stages of production well underway, it was still possible for Amels to accommodate these significant alterations, as Amels' project manager Adriaan Roose explains: "With almost thirty people working in the in-house design team, we put tens of thousands of man hours into the initial design and engineering plans for the boat. This gave

us a strong design base to work from, so when it came to customizing the deckhouse and helideck, it only took us an additional five thousand hours of design time to make these changes to hull number one."

Designer Tim Heywood has given the 199 its unique, aggressive exterior styling, which is highlighted by its narrow "scimitar bow," which Roose notes is complex to build in terms of welding and construction. "But then there are the benefits of a longer waterline, which gives the hull the same efficiency as a typical superyacht of, say, sixty-seven meters [220 feet] in length." In tank testing, the hull proved to be quick and made little fuss through the water, exceeding the minimum contractual speed of 16.5 knots by delivering 17 knots. She is due for delivery in April 2013.

In other Amels news, the yard recently launched the first hull of its Limited Editions 180 series, a 660-gross-ton yacht named *Step One*. www.amels-holland.com; +31 (0) 11 848 5002 – ANDY RICE

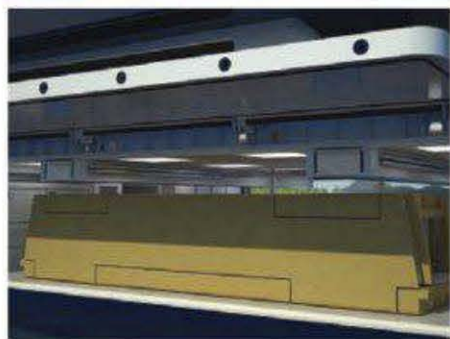


"With the hull running a little faster than expected, we found occasionally that water could creep up the bow," says Adriaan Roose. "So we added a spray rail...then we asked Tim Heywood to work on an aesthetic design for the spray rail, and it has become a feature clients have really responded to."



inBRIEF

ROYAL HUISMAN'S 180-FOOT *KAMAXITHA* IS DELIVERED; SHE IS SAID TO BE A LITTLE SISTER TO *HETAIROS*.



PORTABLE PRIVATE ISLAND

Casting the beach club out to sea, U.K.-based BMT Nigel Gee in collaboration with Henry Ward Design introduces its concept for a multi-purpose "Recreational Island" that can be used for alfresco dining, sun worshipping or as base for scuba diving and adventure. The foldable, floating platform will add length to a yacht's existing transom and waterfront playground, or the tender can tow it to shallow-water locations where the mothership cannot roam.

Designed to be stored in the tender bay of a large yacht (230 feet-plus) and launched by tender cranes, the platform will measure 33 feet long by 10 feet wide by seven feet high when folded and expand to 26 feet wide when open. Maximum weight will be 10 tonnes. The designers also are working on an option to utilize the island as a floating helipad. www.recreationalisland.com
www.bmt-yachts.com;
 +44 (0) 23 8022 6655
www.henryward-design.com;
 +44 (0) 79 2740 3892

LOA: 221' (67.3M)
 BEAM: 37' 5" (11.4M)
 DRAFT: 12' (3.6M)
 POWER: 2 X MTU
 16V 4000 M53R



A DRIZZLE OF OUR OWN

It's a common story in yachting, only months after taking delivery of one yacht an owner begins dreaming up the next. So was the case with the second owners of the 2005 Feadship *Twizzle*. While they enjoyed their 180-foot World Superyacht Award-winning vessel, which they renamed *Drizzle*, only months later they were discussing the perfect larger version, says Feadship's Henk de Vries.

The 221-foot *Drizzle* recently was launched at Feadship's Koninklijke De Vries Scheepsbouw yard in Aalsmeer, The Netherlands. Keeping the same lines as the original, the new *Drizzle* has been stretched to be 41 feet longer and proportionally wider, higher and deeper. The steel-and-aluminum yacht also benefits from technological advancements and functionality improvements, including a new central staircase providing both guest and crew access to the sun deck. www.feadship.nl;
 +31 (0) 23 524 7000



NEW CUSTOM CARBON CAT

Inspired by the 114-foot Sunreef superyacht *CHE*—the world's largest sloop-rigged catamaran when launched, until 145-foot *Hemisphere* came along—a client has ordered a scaled-down, 79-foot version, creating a new model for the luxury cat builder, the Sunreef 80.

The owner's brief called for a lightweight, performance-oriented yet comfortable yacht. The 80 will have low freeboard, a sleek exterior designed to reduce wind and water resistance, a maximum weight of 60 tons fully loaded and a sail plan of 3,660 square feet.

This will be the first Sunreef with the master suite on the main deck, situated forward to starboard, with the navigation station, dining and lounge to port. It represents the start of a new composite series of performance yachts with completely customizable interiors. The mold is currently under construction and launch is due for March 2013. www.sunreef-yachts.com; (954) 999-5121

what's **HOT** now

Miami turns up the heat. With myriad yachts and products debuting at the 2012 Miami boat shows, the problem wasn't finding, but narrowing down the best new megayacht gear.

inSIGHT

FANTASY FULFILLED

Shining in 15 coats of varnish and boasting a gold-leaf boot stripe, the **Neiman Marcus Hacker-Craft** is certainly a looker—maxing out at 45 knots, she's also a top performer. The 27-foot all-mahogany hand built speedboat was designed as a "Fantasy Gift" for the Neiman Marcus Christmas catalog. She comes stocked with crystal decanters, cocktail and champagne glasses, a refrigerator, a mono-grammed humidor, underwater lights and GPS. Just five of the custom tenders will be built. \$250,000. www.hackerboat.com





TOUCH AND GO

Zoom, pan screens and change modes with a flick of your finger on Furuno's new **NavNet TZtouch** multi-touch, multi-function display. A stylish edge-to-edge design complements glass bridge displays. The TZtouch is built on an Ethernet network, allowing the addition of limitless components—from radar to AIS—as well as CAN bus and NMEA2000 devices and up to six displays. The NavNet Viewer app allows you to view navigation and fish finder data on an iPad or iPhone, while the NavNet Remote app allows you to pan, zoom, create waypoints and routes and fully control the TZtouch from an iPad. TZ 14-inch \$7,695; TZ 9-inch \$5,695. www.navnet.com

UNDERWATER DANCE PARTY
You'll want to host one after installing OceanLED's new unlimited color change unit, **2010 Xfm Colours**. The lights can be tailored to best match the cruising grounds or the owner's mood. Colours comes with a memory stick pre-loaded with 25 scenes including a standard color wheel and fish-attracting strobe. A tutorial shows users how to create custom scenes for endless possibilities. One controller—managed by an iPad, iPhone or Droid app—can power up to 126 lights. Priced from \$2,799. www.oceanled.com



ADAPTABLE COMMUNICATION

As Ka-band becomes the band of choice for satellite operators, Sea Tel is ready. Its new **4012 GX**—a Ku- to Ka-band upgradable marine stabilized antenna system—is designed to save yacht owners time and money. Instead of having to buy a new antenna when Ka-band displaces Ku-band, a Sea Tel representative can do a simple update onsite. "It takes away the pain of upgrading by creating a product that you can upgrade in the field without having to throw away the old one," says Atul Chawla, Sea Tel's product marketing manager. \$56,250.

www.cobham.com/seatel



VIEW THE DEPTHS FROM THE DECK

See marine life up close, look for treasure or find the sunglasses that fell overboard with the **HydroView** by Aquabotix. Controlled by iPad, smartphone or laptop, simply tilt the screen to steer the unit, which is equipped with a full 1080p HD video camera. Watch live video and capture still shots to download and share. Optional cables allow for a 300-foot range at a depth of 150 feet. Battery run time is three hours. \$2,995. www.aquabotix.com – STEVE DAVIS





FIGHTING BATTLES OFF THE RACECOURSE IN THE COUNTDOWN TO THE CUP

With less than 18 months to the 34th America's Cup, time rather than money is the resource in shortest supply for Artemis Racing's CEO Paul Cayard. The latter comes from the team's owner, Torbjörn Törnqvist, one of Sweden's wealthiest businessmen. Although Artemis Racing competes under the Swedish flag, representing the Royal Swedish Yacht Club, legendary American yachtsman Cayard heads up a multinational group of sailors, designers and various other experts in their field, including a new breed of high-powered eggheads for the America's Cup—aerodynamicists.

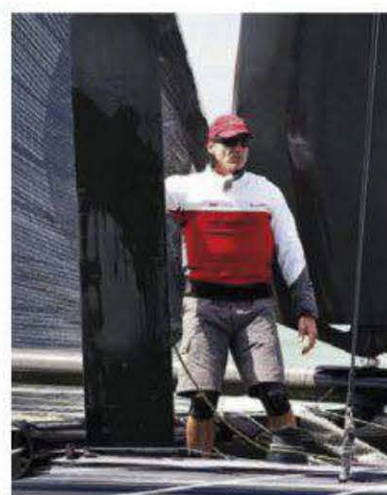
Aerodynamic supremacy will be one of the key battlegrounds on which the next America's Cup will be fought, due to the fact that giant, solid wing rigs will power the 72-foot high-speed catamarans. This is an area where all the Challengers are forced to play catch-up to Oracle Racing, who used their wing-masted giant trimaran to seize the Cup from Alinghi in Valencia, Spain, two winters ago. "Oracle have been thinking about wings and control systems for wings for a long time now, probably three years," says Cayard. "That's a good head start."

Traditional America's Cups have developed innovations and new technology that have trickled down to other realms of the sport, such as the superyacht racing circuit in the Mediterranean and Caribbean.

But what can the racing community expect to inherit from the 34th Cup? Will wing rigs go mainstream? "The materials and the construction processes have taken a pretty serious leap," says Cayard. "But frankly, the wing doesn't look like a piece of equipment that you should put on a sailboat. It looks like it should be part of the NASA space shuttle program; it's just so sophisticated. It's a really impressive piece of equipment."

"The problem is, just what do you do when it's blowing forty knots?" he continues. "Then again, if I think of a big, heavy boat like a Perini Navi, maybe you could just feather the thing, let it articulate into the wind, and the boat is so big and heavy that it doesn't bother it. The lightweight cats do sit pretty well on the mooring at night even in twenty, twenty-five knots of wind. So, I guess we might be getting there. Maybe in twenty years we'll look back on this whole thing and say, 'Wow, it's amazing how scared we were of the thing!' Maybe all the boats in the harbors will be tied up with wings on them and they'll just be freely rotating at the dock, and it won't be a big deal. But right now, we just don't have the practical experience to know that."

Not that Cayard has much time to devote himself to the "what if" scenarios of 20 years from now. It's all about the next 18 months. And with the demise of Mascalzone Latino, the Italian team that



these pages
Artemis Racing training with the AC45 off the coast of Valencia, Spain (far left); Cayard and his team during sea trials in Auckland, New Zealand (above); Artemis Racing's CEO Paul Cayard (left) sees the benefits of a Code of Conduct for the sport of professional sailing.



Recently, a Code of Conduct for the 34th America's Cup was introduced, which Cayard believes is long overdue in the sport of sailing. "If you look in the NFL, the FBA, the ATP and the PGA, they all have codes of conduct, so why shouldn't we?" – PAUL CAYARD

originally took on the role of Challenger of Record, Artemis Racing has inherited that responsibility. Some would say it's a poisoned chalice. As a good friend of Russell Coutts, the CEO of Oracle Racing, Cayard has been criticized for being too chummy with the Defender. "I know that there are some criticisms of us being collaborative or overly supportive of the Defender. But we're working with Russell to try to make this the best event possible," Cayard says.

"I guess some people feel it would be better if the Challenger of Record argued with everything the Defender wanted to do. People at the Competitors' Forum know that there are times that I objected to some things, just not in public. Publicly, we need to look like and act like a cohesive event. I don't see the point in being antagonistic just for the sake of being antagonistic."

Recently, a Code of Conduct for the Cup was introduced, which Cayard believes is long overdue in the sport of sailing. "It's a concept that exists in every professional sport, and the one we've adopted is very similar to the ATP [tennis] code of conduct. If you look in the NFL, the FBA, the ATP and the PGA, they all have codes of conduct, so why shouldn't we? There was an impetus to get it going because, unfortunately, we had some people, one in particular, who seems to find the need to speak in a detrimental way about the event."

That "one in particular" that Cayard refers to is Grant Dalton, head of Emirates Team New Zealand, who has been a most outspoken critic of the management of this America's Cup cycle. Rule 60 in the amended Protocol is officially titled: "Protecting the reputation of the America's Cup." However, as Cayard points out: "The Kiwis have named Rule 60 the 'Dalton Amendment,' so I guess it's not news that it was pointed at him. He knows it, yet he says, 'I'm going to keep lobbing grenades over the fence.' He's just openly willing to be derogatory and detrimental. I don't mind honest criticism, and I accept the fact that there are fewer teams now than we all hoped, but there are reasons for that. It's not just the event, the world economy's tough. There are a lot of reasons."

For an America's Cup, you really only need two teams—a Defender and a Challenger—and there are still 10 teams signed on, though few neutral observers would dispute that only four "serious" teams pose any kind of threat to Oracle Racing. So, the event is not in crisis, but it's not going to be the multi-team bonanza of Valencia 2007 either. Cayard feels pulled by his duties to the team, Artemis Racing and to the health of the 34th America's Cup as an event. It's not an easy line to tread, and the next year and a half will be among the most challenging of his career. – ANDY RICE

ENHANCING THE SKYLOUNGE

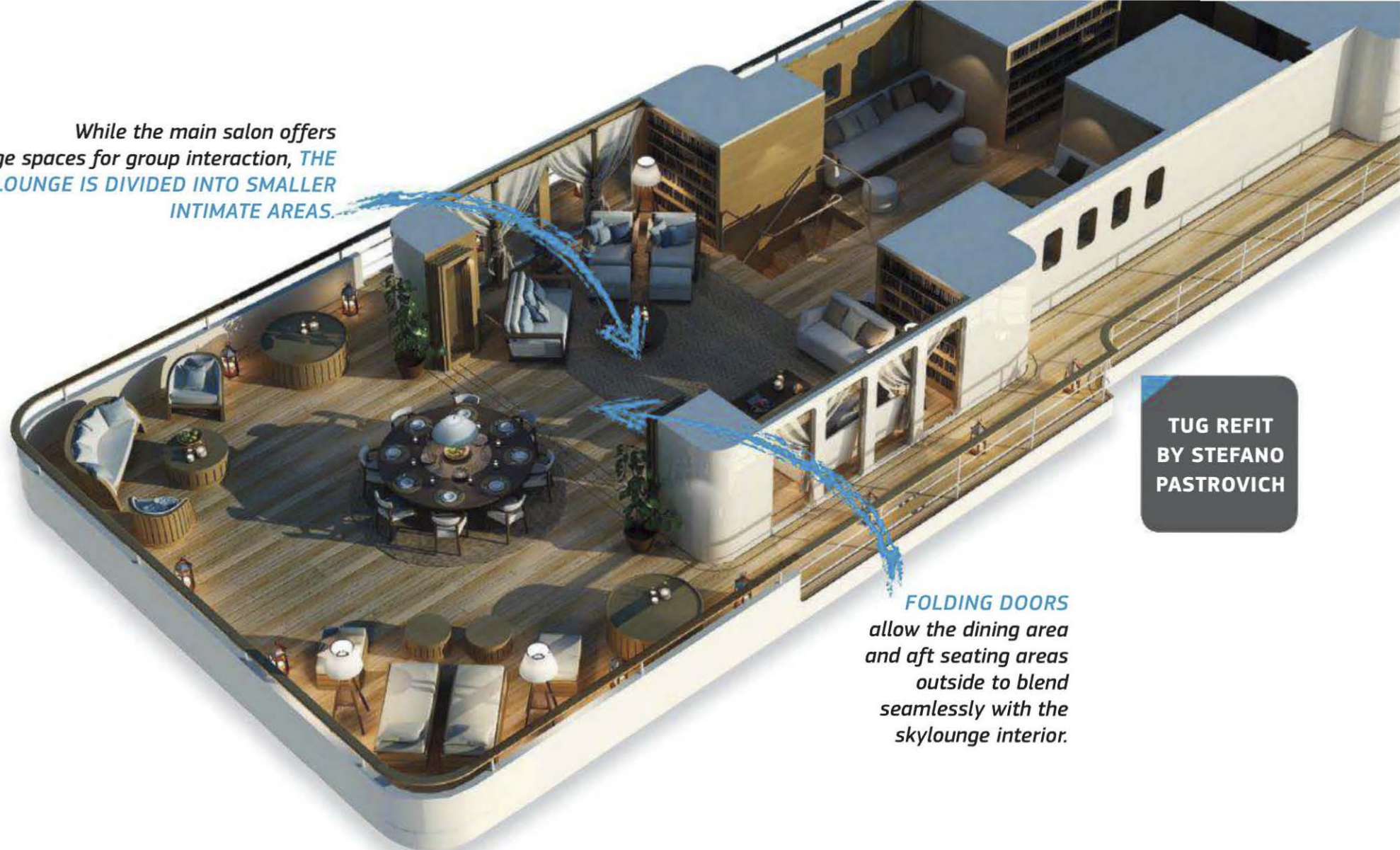
A skylounge perceived as just another salon misses the boat, so to speak, especially with today's young, active owners. Designers are suggesting convertible, indoor-outdoor "destination" spaces to energize the yachting experience.

TEXT BY MARILYN MOWER

NC KJN S JN-
FWVNSCCJ JV



While the main salon offers large spaces for group interaction, **THE SKYLOUNGE IS DIVIDED INTO SMALLER INTIMATE AREAS.**



**TUG REFIT
BY STEFANO
PASTROVICH**

FOLDING DOORS
allow the dining area
and aft seating areas
outside to blend
seamlessly with the
skylounge interior.

IN 1989, BROWARD MARINE of Fort Lauderdale, Florida, launched its largest yacht to date, its first yacht built to ABS and only its third with a skylounge. *Kallista* was 125 feet long and her interior was by Susan Puleo, a tiny woman who packed a big punch when it came to color. It was then a big boat for a U.S. yard and its enclosed third deck was a big step, so big, in fact, that Ken Denison, the company's VP of marketing, made sure everyone had a chance to see *Kallista's* "Sky Lounge." Part disco, part Casbah, it made a statement or two. Soon, everybody wanted a skylounge and builders scrambled to please. Most skylounes were more restrained: no metallic silk upholstery on the walls, black fiberoptic carpet on the floor or Imron metallic paint on the furniture. That's probably where the skylounge went wrong.

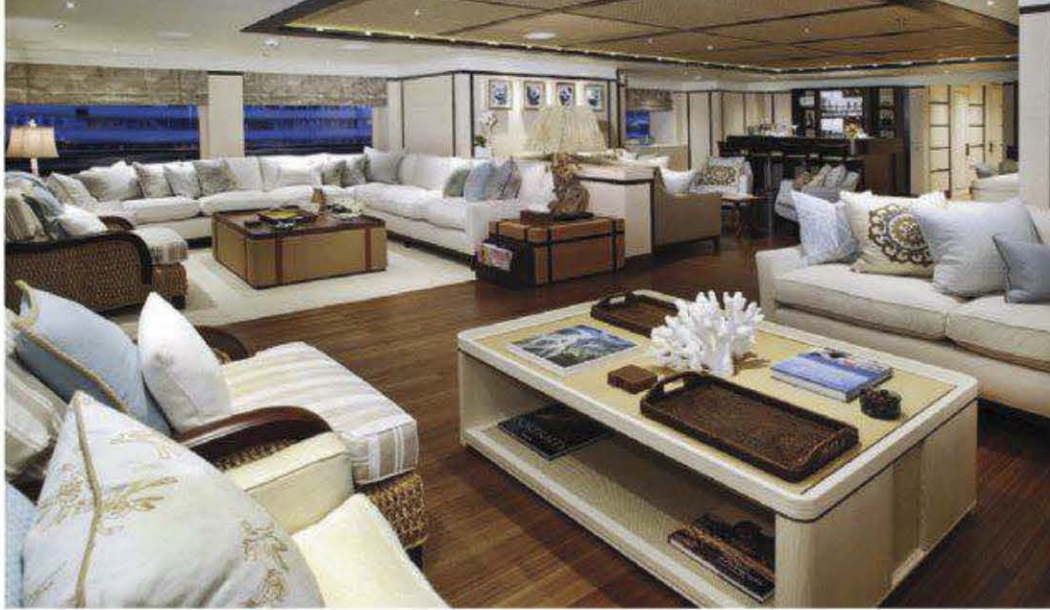
In the years that followed, the place with the best views on the boat was often turned into a theater with room-darkening shades, or into a miniature, lighter version of the salon below with furniture placed around the perimeter facing inward. You could stand on the dock at a boat show and with 80 percent certainty describe what the skylounge of any yacht would be like. Even as ordinary yachts grew to five or six staterooms, little attention was given to the mathematical fallout of only having two public indoor spaces, both designed to accommodate the entire party doing the same thing, talking to each other or watching a movie. The homes and apartments yacht owners live in aren't set up in that like-it-or-lump-it way, so why were their yachts?

There have been a few notable attempts at individuality: a Codecasa with a skylounge-cum-ballroom, a Feadship with a skylounge/recording studio and another, now refitted, whose original skylounge was equipped with every casino amenity,



above and right
Newcruise's project
Rebel is inspired
by the commuter
yachts of the '30s.
The skylounge's
carbon-fiber
top slides open,
allowing guests to
interact with those
on the sun deck aft.





above
Redman Whiteley
Dixon designed
Baton Rouge's
skylounge to be
subdivided into
intimate spaces
that draw guests
in at different
times of the day,
whether it be for
after-dinner drinks,
a game of cards or
just lounging.

but largely, skylounges or otherwise upper salons have played it safe and vanilla.

When a yacht designer and the client take a step away from—call it the norm or call it tradition—people notice. They can love it or hate it, but most respect the thought that went into designing for a full and complete lifestyle. Ray and Elsie Catena, who have built five yachts together, always with the idea of chartering them, know how people live on a yacht. Rarely are 12 charter guests all going to want to do the same thing at the same time, except when it comes to meals. On the Catenas' latest boat, *Sycara V*, the interior accommodates several spaces for simultaneous activities ranging from noisy video games to quiet moments with a book or a snack and many views.

The owners of *Baton Rouge*, a smashing Icon that debuted in 2010, chartered to learn what they wanted from a yacht and then worked with Redman Whiteley Dixon to create an upper deck space that has cozy—and some partially separated—areas for different activities and areas to appeal at different times of the day. *Azteca*, a 2009 CRN designed by Nuvolari-Lenard, has a skylounge with a partitioned cigar/card room and a partially separate bar. It works well for family cruising.

While orders remain strong for yachts above 200 feet, more than one design firm is developing projects in the 140-foot-range in expectation of young owners who will have different use patterns for their yachts or who are not going to make a \$100 million investment in a single activity. "Forty meters [130 feet] can still be impressive," says Frank Neubelt, owner of the German naval architecture and design firm,

Newcruise Yacht Projects & Design.

"We talked a lot with customers last year and also thought about the market. I think we will see more customers who want a boat strictly for holiday use that requires no more than four or five crew," says Neubelt. "They may want to use the boat for a day or a week doing the Med holiday triangle, but they want something more substantial than an open sport boat. We thought, why not make an indoor-outdoor boat?"

In fact, it was the image of the indoor-outdoor option for the skylounge on the previous page that sparked our interview; both the design itself as well as the skylounge are blatantly multi-functional and stylistically strong. "We think forty-five meters [147 feet] gives enough room for guests; you don't need so many huge cabins," says Neubelt. "Although seventy percent of the main deck is the salon and aft deck, there is still room for the owner to disappear for some quiet time and for the kids to have room for naps."

But back to the skylounge; this 147-footer can be built with an open wheelhouse and seating area under the cover of a sliding carbon-fiber top. It also can be fitted with a simple skylounge with a small bar area. Surrounded by glass and given the sliding top, the room is arranged for enjoying views and for interaction with others on the sun deck. Open, it is a support center or cabana for the sun deck; closed, it is a climate-controlled dayroom following the tradition of American commuters of the 1930s.

"New materials bring options. We can create several areas from one space simply by opening or closing doors in any combination. Big windows keep small spaces from seeming small. And terraces create spaces where people can be alone," Neubelt says.

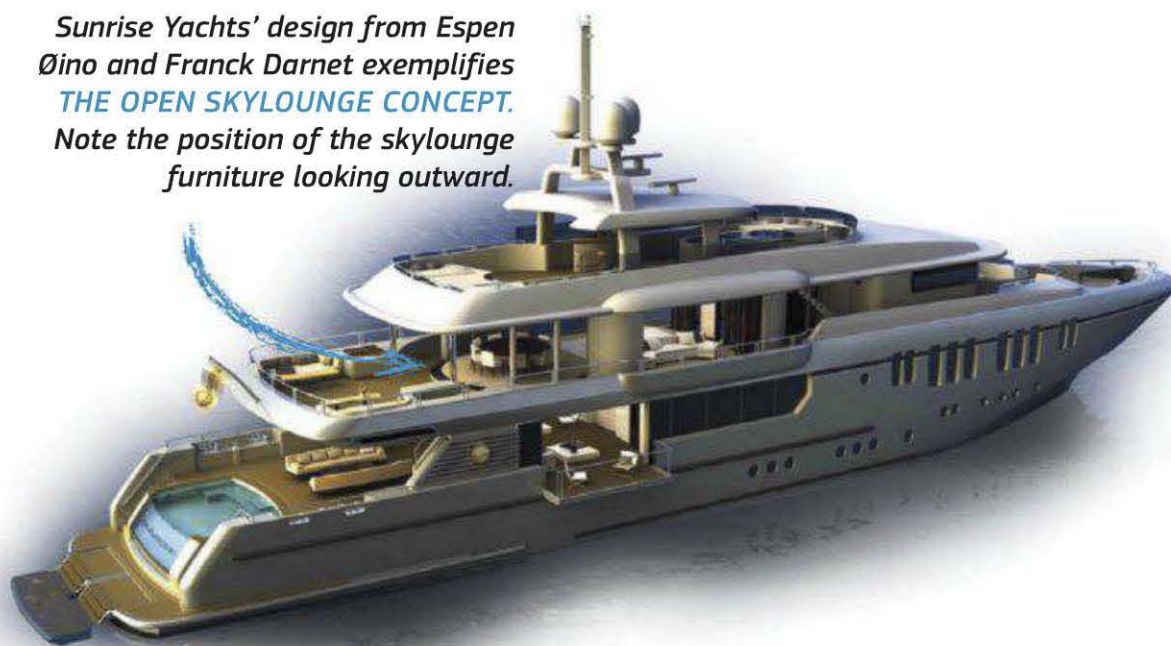
American designer Jonathan Quinn Barnett promotes the idea of large yachts featuring specialty spaces for their owner's hobbies and activities, be it painting, photography, music or research. Putting these areas outside an owner's suite of rooms creates a destination that can be shared by everyone.

The Italian team Zuccon International Project has recently drawn a 190-footer for CRN where the "heart" of the yacht is the panoramic skylounge. "This is where the people will really live; it's a family room. That is one of the reasons I wrapped the color of the hull up and around this area; it signifies that it is the core," says Giovanni Zuccon.

If the goal is to stay under 500 gross registered tons, by necessity, designs move away from huge enclosed areas in favor of outdoor living areas or divisions to interior space. One of the logical places to do both of these things is the skylounge. A 164-foot Heesen with interior design by Francesco Paszkowski is one such project; the skylounge has a separate pantry area and a modern style with see-through slatted dividing walls, one of which contains a cozy fireplace.

Asymmetrical layouts, multi-functional spaces, personal-use areas and increased or multiple indoor-outdoor zones are where skylounge design is trending as owners learn to express their lifestyles as well as their personalities with their yachts. ■

Sunrise Yachts' design from Espen Øino and Franck Darnet exemplifies THE OPEN SKYLOUNGE CONCEPT. Note the position of the skylounge furniture looking outward.



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 Koç

Instead of enjoying a strong autumnal breeze, the Mediterranean waters a few miles south of Genoa were experiencing a dogged calm; even worse, over the past few days a storm had passed over the region, and outside the harbor entrance at Rapallo, five-foot waves created a messy sea. The Swan 80 *Berenice* made backward movements like a bucking bronco while the sails flapped and flogged; it became apparent that our sail trial was a no-go. We dropped anchor off Portofino just beneath the villa where Italian Prime Minister Silvio Berlusconi held his usual parties, but on this day there were no parties to be had, it was the day he tendered his resignation.

While sailing was out, it was a good opportunity to drill down into this yacht. The immaculate teak deck with its white caulking runs about 80 feet from aft, flowing with narrow, even joints round the flush carbon-framed hatches before finishing in an unashamedly pointed bow. This yacht was not built, it was composed: every line has its predetermined path

NAUTOR'S SWAN YACHTS HAVE ALWAYS BEEN SUCCESSFUL, BUT THEY RISK APPEARING GENERIC. MARKING A FRESH APPROACH, THE SWAN 80 IS THE SECOND MODEL IN A NEW RANGE.

TEXT BY **CLAUS REISSIG** PHOTOGRAPHY BY **FRANCO PACE**



BERENICE



above

Weight savings is paramount to the performance that the Swan 80 provides, thus the interior is simple and reinforces the yacht's performance credentials. Teak and leather finishes, complemented by a warm, natural palette, highlight the comfortable interior decor.

and nothing crosses or disturbs the flow. That includes the white carbon Hall Spars mast, ordered as an option by the owner. It is thinner, more rigid and more streamlined than the rig normally supplied by Nautor from Offshore Spars.

If conditions had not been so calm, the Swan 80 could have no doubt zipped away, being designed equally for regattas and fast cruising. Indeed, this Finnish yacht, built under the aegis of the Italians, has plenty to offer in sailing terms. She is all carbon and has a 13-foot draft and almost 4,090 square feet of sail. In the first year alone, the owner has already covered around 20,000 nautical miles, including two transatlantics, Caribbean cruising and the Rolex Middle Sea Race. For short crossings she can be handled by just two people; transatlantic trips are sailed with a crew of seven, and for racing there can be up to 22 crew on board. There is no toe rail, apart from on the foredeck (mandatory for CE category A); similarly, handrails on the cabin roof are gone. The result is beautiful to look at, and according to the owner and skipper, these absences are not a problem even on the high seas, thanks to the yacht's wide deck.

The Swan 80 is the second model and a logical continuation in a range of new boats that began with the Swan 60. For those who saw Nautor's values receding into the past, this line is a step back towards the finest Swan traits. After years during which the Finnish boatyard with its Italian owners was scolded for its conservative styling, it seems to have made a breakthrough with the new look—an independent, modern design.

The yacht's interior finish is simple, modern and somewhat reminiscent of classic Scandinavian styling, yet it retains a warmth thanks to the oil-waxed teak and a palette of warm beige and whites. Natural light is provided through long, narrow ports in the hull and the low-profile coach roof, while deck skylights provide additional illumination.

This relative concession to simple furnishing and adornment is not so much a nod to a semi-production/semi-custom build but rather reinforces the yacht's performance credentials. These in themselves are evident in the drive to save weight wherever possible, and the high-tech hull construction is continued to the interior elements. The teak and koto floorboards have foam cores; the main bulkheads are Core-cell foam cored under carbon SPRINT/prepreg laminate and the non-structural partitions are of sandwich construction with plywood and teak veneer on a 35mm foam core.

Indeed, only the additional equipment, from the generators to the diesel tanks push the weight over the 36 tonnes indicated. What this means in practice is that the yacht performs even at the lighter end of the wind range, giving a boat speed of five knots in five knots of breeze. There is little sensitivity on the rudder due to the two autopilots in the steering system, but these are uncoupled when racing. When the breeze picks up, she can easily hit 10 to 14 knots. *Berenice's* 24-hour run record is currently 310 miles, which is an average of just under 13 knots.

Rather than opt for a hydraulic mainsheet system with a single line emerging from below decks, *Berenice's* owner insisted on a classic traveler—whose car position is controlled by Magic Trim—with the track located between the helm and main cockpits. Car position is handled from a control panel below the mainsheet winch, and the whole mast trim is also controlled from here. The genoa is trimmed via the helm consoles. The cockpit, which runs through to the stern, is typical of Swan, and with its open Mediterranean style is divided into three sections: aft are the twin carbon wheels, while the main guest cockpit is forward. Between them lies the mainsheet track and what effectively becomes a trimming station.

Berenice is laid out as a three-cabin version with additional crew quarters in the bow accessed through the port-side galley. Locating the galley here, with the master cabin aft, makes sense in that crew can go about their daily business without imposing too much on the owner, although crew access to the interior is still via the main companionway aft.



For traditionalists who saw Nautor's values receding, the model is a step back to the finest Swan traits. It has made a breakthrough with the new look—an independent, modern design.

Specifications:

LOA: 82' 3" (25.1m)
LWL: 72' (22.2m)
BEAM: 19' 11" (6.1m)
DRAFT: 13' 1" (4m)
DISPLACEMENT: 36.2 tonnes
GROSS TONNAGE: 57 GT
ENGINE: 1 x 190-hp Steyr MO 196 K35
SAILS: North Sails Italy
OWNER AND GUESTS: 6
CREW: 2
DESIGN: Frers Naval Architecture & Engineering
INTERIOR DESIGN: Oy Nautor
BUILDER: Oy Nautor AB
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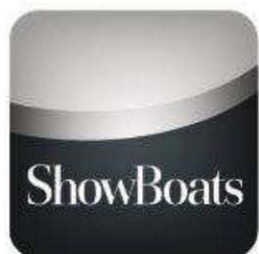
The navigation station is located at the main salon's aft end, which offers a simple layout—dining table to port, and banquette seating to starboard. Below the cockpit, behind the owner's cabin is a lazarette/tender garage, capable of taking an 11-foot dinghy, plus outboard, with space for additional elements such as diving equipment, and there is one further small stowage area below the foldable anchor arm in the bow. Of course, without a dedicated forward pit or forepeak, it does mean that space is limited during regattas when a full suit of racing sails needs to be carried.

But this is just a minor quibble, and there's no doubt that the Swan 80 fulfills her brief to combine a comfortable and airy interior with a performance slant that will no doubt make her a popular cruiser-racer. The 80 carries enough Swan DNA to appease traditional fans of the marque, while offering enough that is new to appeal to a broader audience.

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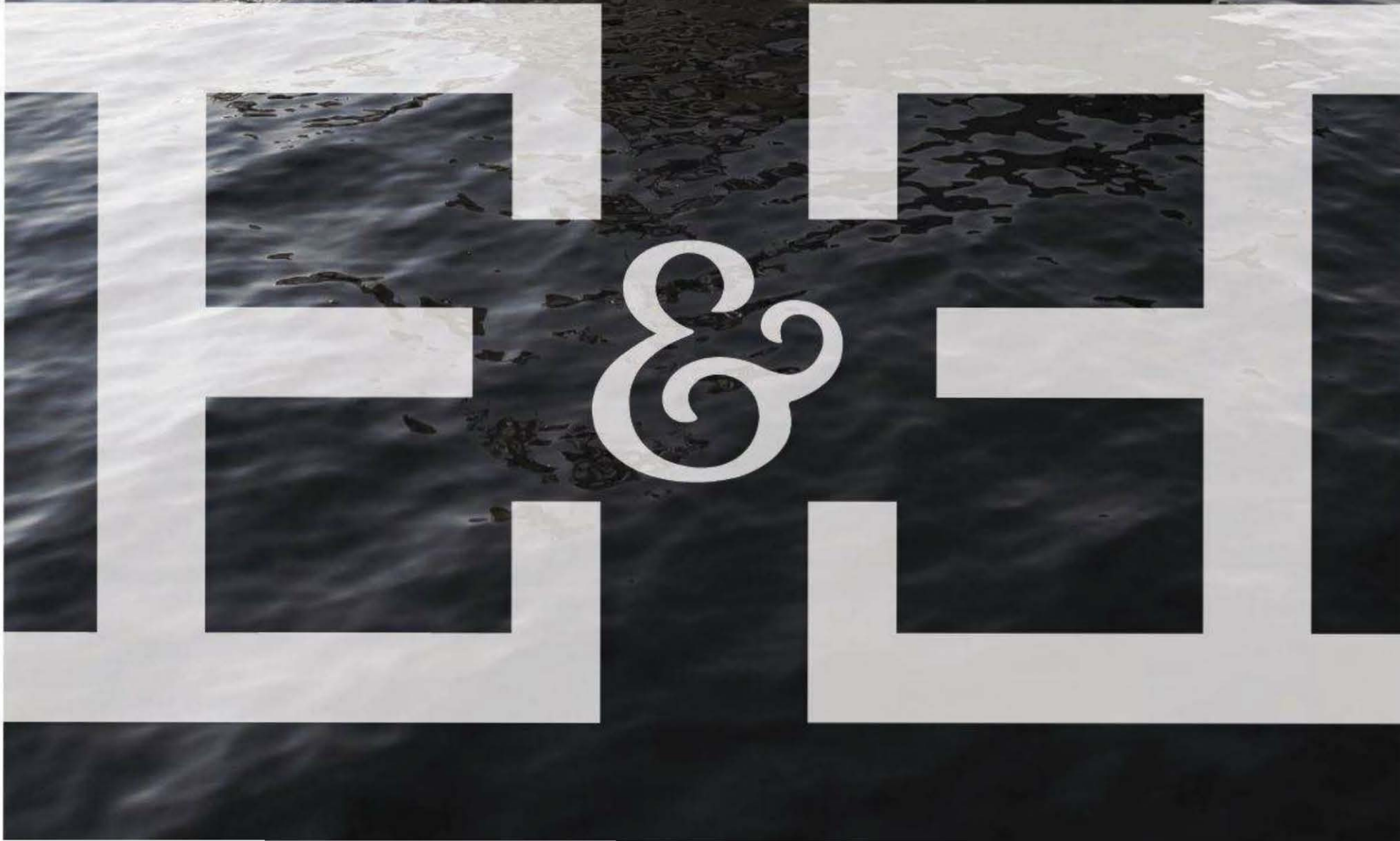
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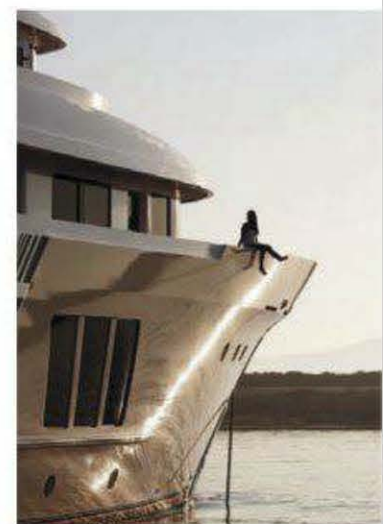


At 5 a.m. on July 18, 2010, residents of the little town of Aydıntepe, near Istanbul, Turkey, watched in amazement as a huge yacht rolled through their streets, with just inches to spare between its hull and their houses. Named *E&E* after the owner's grandchildren, the 138-foot yacht was started in Cizgi Yacht's hull-building facility 10 miles inland and would be finished at its waterside shipyard in Tuzla. She made the carefully planned passage without damage; apart from a balcony that had to be temporarily reduced in size.

E&E has a resemblance to another Tuzla-built yacht, *Jasmin*, a chunky, 121-foot trawler-style expedition yacht designed by Dick Boon of Netherlands-based Vripack, which was launched in 2003. This is no coincidence as *E&E* belongs to *Jasmin*'s owner, a man who loved his yacht so dearly that he wanted a modern replacement. When built, *Jasmin* pioneered a novel layout that made practical sense and proved its success in the yacht's lucrative charter history. Surprisingly, other yacht designers have not adopted *Jasmin*'s unique arrangement, but when the time came for her owner to build a new yacht, there was never any question about the layout.

The theory is simple. No one would choose to position a guest bedroom in the basement of their home, where windows are small and the noise from the water heater ruins sleep. So why do we generally choose this position in a yacht—especially when most have a “traditional” layout with two salons, one of which is almost always underused. Aboard *Jasmin*, the lower deck is entirely devoted to crew, services and machinery, while guest accommodations are on the upper deck with large windows framing the great views available at this elevation. The bridge is one deck higher, with optimum visibility, while the tenders are stowed aft on this deck.

The mission for *E&E*'s designers was to modernize this design, wrapping it in a more sophisticated exterior design package, while adding volume and functionality. This process incorporated detailed brainstorming sessions attended by the owner, his representative, Sansal Ilgun (who also represented him during *Jasmin*'s build) and Bart Bouwhuis, director of design at Vripack, who designed and styled the yacht. Later, the owner commissioned Netherlands-based Art-Line Interiors to design the interior and ALG Design from Istanbul



INSPIRED BY THE DESIGN OF HER OWNER'S PREVIOUS YACHT, E&E SHOWS HOW A COMMON SENSE LAYOUT THAT IS STYLISHLY EXECUTED CAN ENHANCE LIFE ON BOARD.

TEXT BY **ROGER LEAN-VERCOE** PHOTOGRAPHY BY **DICK HOLTHUIS/FLYPICTURES**

to layout the crew area and do the deck detail. Specialist yacht furniture maker Modus from Istanbul won the manufacturing contract and Endaze Engineering, a Tuzla-based engineering office, undertook the yacht's final naval architecture, detailed design and engineering.

In deciding who would build the yacht, the obvious route would have been to return to *Jasmin's* builders, but this was not the course the owner chose. It had been extremely costly to make modifications to *Jasmin's* design, and as changes to the new design were considered inevitable, they decided to place the build at a smaller yard that could focus its entire resources on the task. The team chose Cizgi Yacht in Tuzla, a relatively new builder with two previous yachts to its credit. Its star attraction was that Ahmet Adali, *Jasmin's* highly competent former project manager, now worked there. To protect the yard from runaway costs and ensure them a profit, the owner agreed upon a "cost-plus" contract. This would guarantee the yard a fixed profit and remove any temptation to save on the cost and quality of materials. Engaging a relatively inexperienced yard, packing them with outside talent and imposing a cost-plus contract might seem a risky strategy, but its ultimate success was evident from the broad smile on the owner's face as he showed visitors his new yacht during last year's Monaco Yacht Show.

The designers reworked *Jasmin's* layout for *E&E*, creating several new areas that were made possible by her greater volume, which just slips beneath the 500-gross ton barrier that can severely complicate a yacht's operation. Foremost among the new outside areas is a delightful guest deck just forward of the bridge, which is cut into the slope of the superstructure. With ample seating and two occasional tables, it is an ideal place to relax and watch the scenery go by. Then, there is the small deck above the bridge—a storage area on *Jasmin*—that has been turned into a cozy and very private sun deck, incorporating a spa pool, a clever "upwards spraying" shower, a dayhead and a sizeable sunbathing area. The crew was not forgotten either, as the foredeck, fitted with seating and umbrellas, is devoted to them.

E&E also retains the deck areas that were so popular with guests and charterers of *Jasmin*. The main aft deck offers a well-shaded lounging and dining area with immediate access from the bathing platform, while just above is the yacht's main gathering point with a central



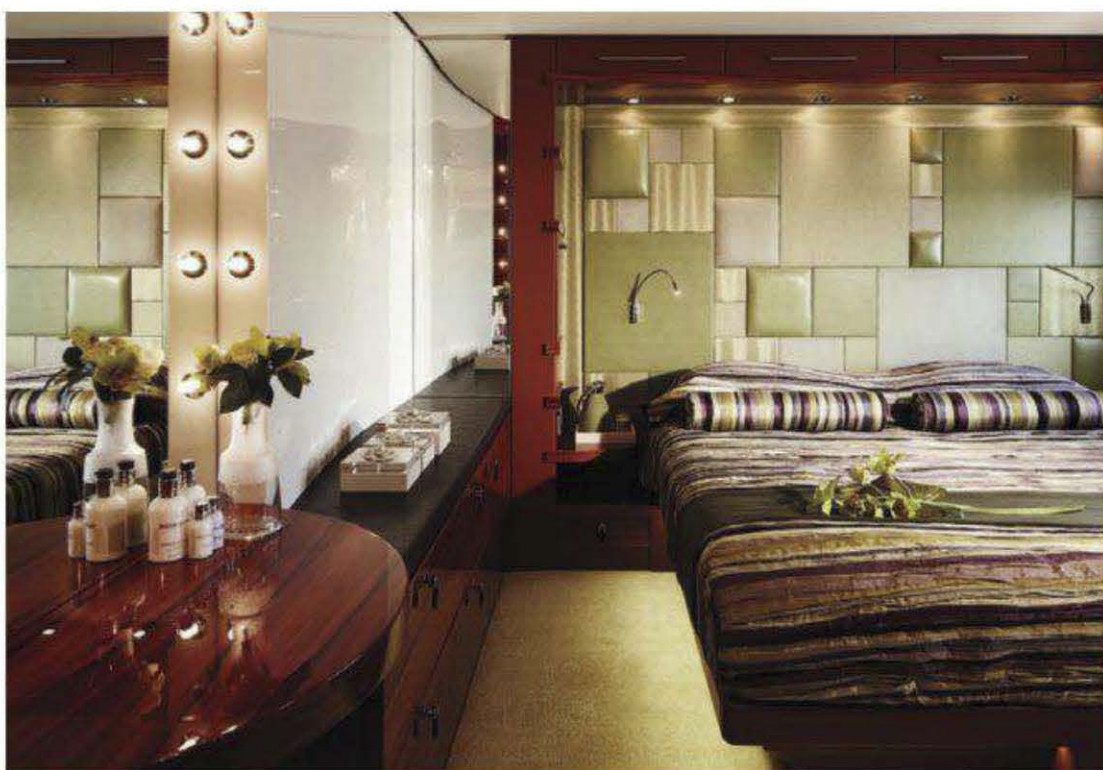
above and below
The main aft deck offers comfortable dining with ample seating and easy access to the large swim platform. The most popular al fresco option though is on the upper aft deck, which offers more privacy and an opening in the hard top for dining in the shade or under the stars.



The mission for *E&E's* designers was to modernize *Jasmin's* design and wrap it in a more sophisticated exterior design package, while adding volume and functionality.







these pages
The upper deck configuration allows for four guest cabins (above); the aft two have direct access to the side decks. On the main deck, the salon and dining area (left and below) are set within semicircular structures on the port side, leaving a passageway to starboard, and providing a sense of separation between the traditional main-deck living spaces.



12-seat dining table, bar, television and casual seating.

Designers found room on the upper deck for a panoramic lounge with 180 degrees of forward view, as well as four guest staterooms (two twins and two doubles); the two aft-most cabins have direct access to the side decks. The main deck remains traditional in its arrangement, comprising a combined salon and dining room, dayhead, galley, starboard entrance lobby, amidships stairwell and forward master suite.

The quality of the interior design and furniture construction is obvious on entering the salon, which is trimmed with the rich warm tones of Indian apple veneer. Art-Line used a wide palette of materials, including backlit onyx, wengé flooring, stainless steel, leather, golden paint and a stunning combination of acrylic and wengé slats molded into panels and used as highlights. An unobstructed passage flows along the main deck's starboard side, passing two seats set against the windows, while two semicircular structures, forward and aft on the port side, provide a semi-enclosed TV lounge. A dining table—adjustable to seat eight or 10 guests—fills the central space for those few occasions when meals are not taken on deck.

In the master and guest cabins, matching squares of leather and silk dominate the headboards, while onyx, Indian apple veneers and mosaic tiles in autumnal colors decorate bathrooms. The master suite, flanked by three floor-to-ceiling windows, incorporates an office, a modern chaise longue and a king-size bed set within a circle of onyx in an otherwise carpeted floor. Behind the bed, twin bathrooms—his with a vast shower and hers with a bath—are lined with honey onyx and separated by a glass window that, for privacy, can be made opaque at the flick of a switch.

Despite the yacht's modest length, none of the guest spaces seem undersized. The reason is not that the designers have used the old trick of squeezing the crew and machinery spaces (these are vast) but because the skylounge has been omitted.

The greatest benefit to crew can be seen on the lower deck. As it's devoid of guest cabins, the crew mess is huge for a yacht of this size, as are the laundry, food stores and six crew cabins. At the forward end of the crew passageway, a set of stairs rises to a spacious main-deck store room forward of the owner's accommodations.

A yacht of this size offering 10,000 square feet of floor



Despite a modest length of 138 feet, none of the guest spaces seem undersized. The omission of the skylounge has allowed for grand windows in the upper-deck guest cabins as well as ample room for crew quarters, storage and machinery spaces on the lower deck.

space on five decks—equitably divided between owner areas, guest cabins, public spaces, exterior decks and machinery and crew areas—is a rare and wonderful beast. All of this is delivered within attractive exterior styling that, while reflecting the general appearance of *Jasmin*, has much softer lines. *E&E* is, however, a tall yacht with a full deck level more than comparable vessels, which called for careful engineering to ensure that she would be comfortable at sea. The yacht's center of gravity had to be kept low, so she has a solid steel skeg and thicker hull plating than usual in the lower sections, while the superstructure up to the floor of the bridge deck is aluminum and above this it is composite. To verify comfort in the guest accommodations, the initial lines plan from Vripack was extensively tested in free-floating tanks at the well-respected MARIN facility in The Netherlands, while her power requirements, stability and roll characteristics, the bulbous bow shape and the skeg and stabilizer positioning were optimized. During the build, the yard carefully monitored her weight, recording all material taken aboard and weighing the hull every three months. Such care paid off—when launched, she floated exactly on her lines and was trimmed to perfection.

E&E is also a highly efficient yacht. Despite being 17 feet longer and 163 tonnes heavier than *Jasmin*, *E&E* delivers the same performance with just 75 extra horsepower. Better still, she consumes just 40 gallons per hour at her 11-knot cruising speed with two main engines and one generator running to give much improved economy and range. Performance and comfort in a seaway are also as predicted by the tank tests. On her maiden voyage from Istanbul to Monaco, she encountered Force 7 headwinds and big seas but delivered excellent stability, low levels of noise and a total lack of vibration. Certainly, achieving these results had a design cost and extra time in a model tank, but as her owner says, "You pay once for good design, but you get great fuel savings every time you use her—and that must make sense."

What also makes sense in these times of economic uncertainty is that *E&E* cost under €20 million to construct—possibly 30 percent less than in a northern European yard. For an attractive, well-finished, high-volume yacht like this, that makes an excellent price-to-quality ratio—a comforting thought for any potential owner.

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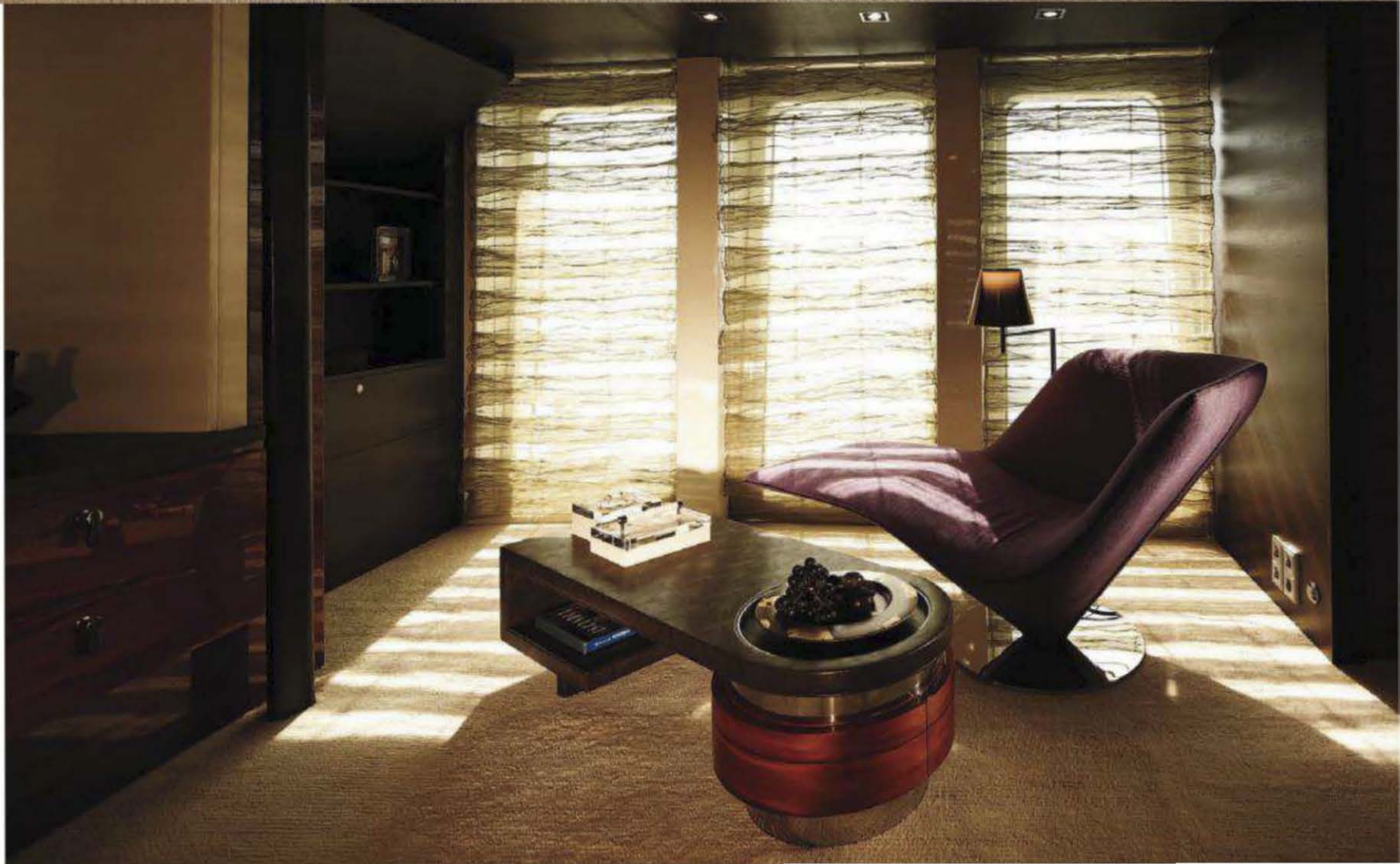
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Guest accommodations have en suite bathrooms featuring onyx, mosaics and glass sinks. The headboards in all staterooms are adorned in squares of leather and silk.

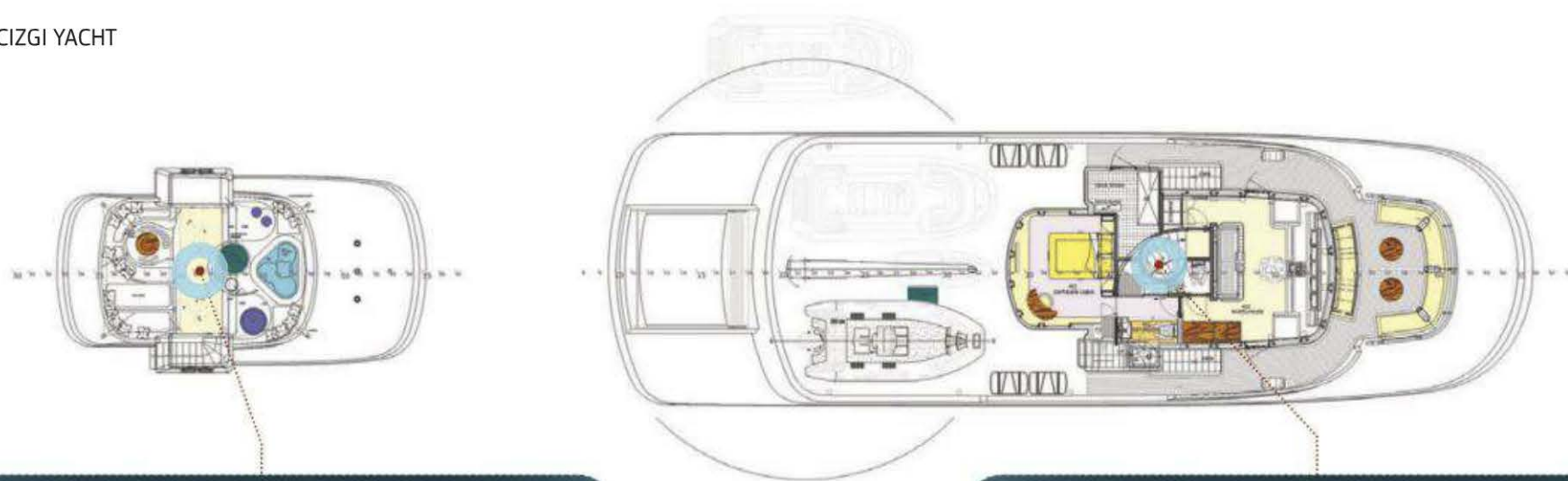


A yacht of this size offering 10,000 square feet of floor space on five decks—equitably divided between owner areas, guest cabins, public spaces, exterior decks and machinery and crew areas—is a rare and wonderful beast.



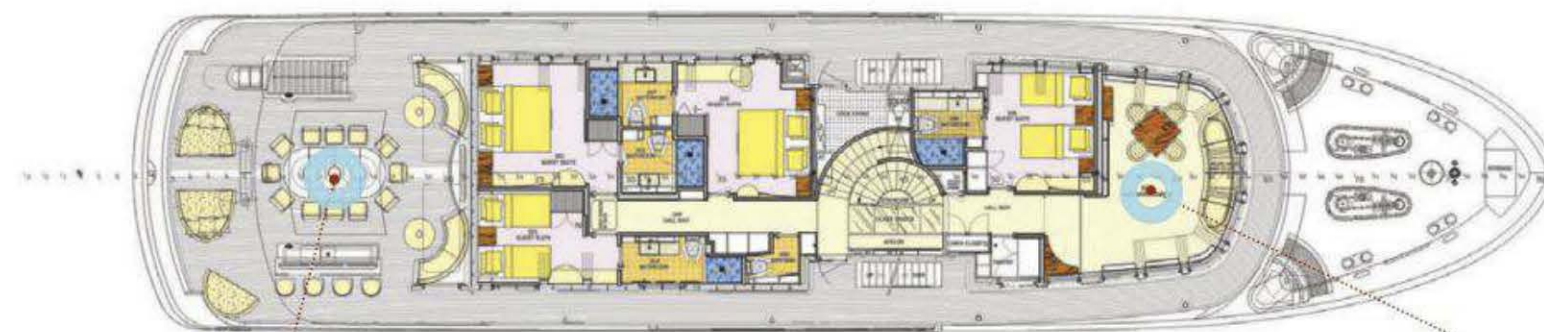
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 The bed in the owners' suite is encircled by backlit onyx. The stateroom is sparsely decorated, allowing the chosen timbers, leather and stonework to shine. Floor-to-ceiling windows flood the room in natural light.





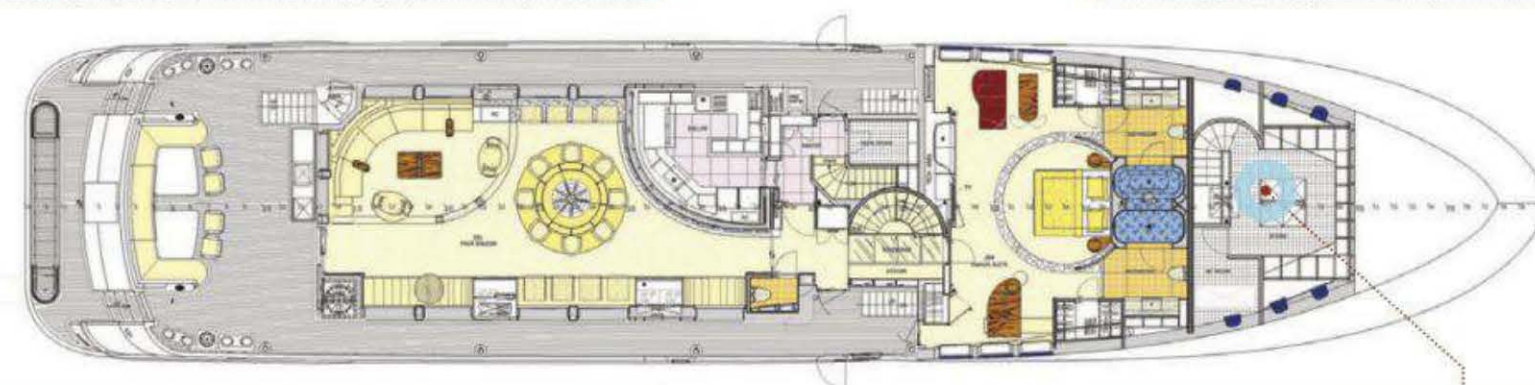
SUN DECK: The small but private sun deck features a bar area, petite table, spa pool and an upwards-spraying shower.

BRIDGE DECK: Given its own deck, the bridge is ample and equipped with the latest systems. Tenders are stowed aft on this deck.



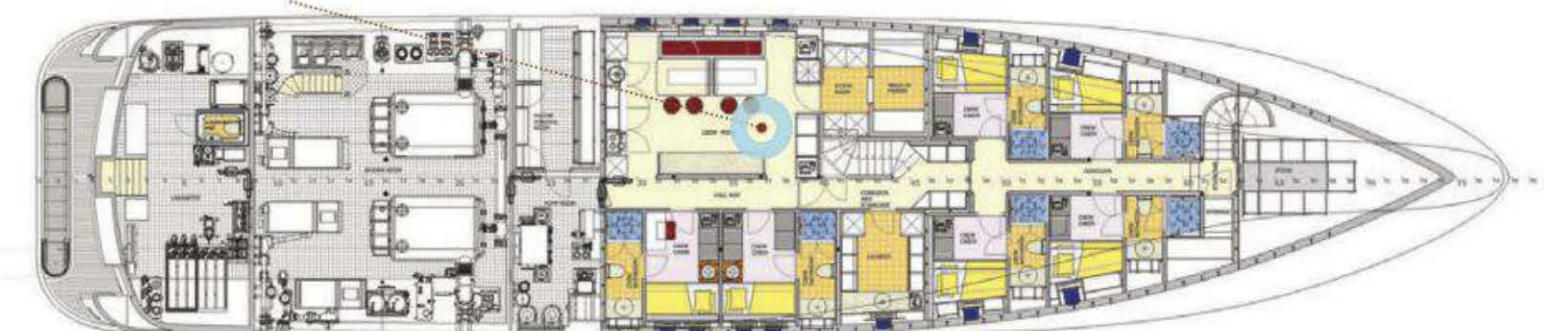
OUTDOOR LIVING: The aft upper deck is the most-used area aboard. It offers al fresco dining, a bar, lounging areas and a TV.

ROOM WITH A VIEW: Moving two levels up, the guest cabins are afforded commanding views as well as an observation lounge forward.



HAPPY CREW: Crew have the rare luxury of sleeping one per cabin off charter when fewer crew are needed.

STORAGE: Forward of the master is an extra storage space that is accessed through a stairwell from the crew area below.



Specifications:

BUILDER: Cizgi Yacht

Istanbul, Turkey

Tel: +90 (0) 216 494 5342

Email: aadali@cizgiyacht.com

www.cizgiyacht.com

CHARTER: Superyacht Management

Tel: +90 (0) 216 464 2776

Sansal Ilgun: silgun@myeande.com

Merve Eyilik: meyilik@myeande.com

www.myeande.com

LOA: 138' 1" (42.1m)

LWL: 123' 7" (37.4m)

BEAM: 30' (9.2m)

DRAFT: 9' (2.7m)

DISPLACEMENT (DESIGN LOAD): 480.8 tonnes

GROSS TONNAGE: 487 GT

SPEED (MAX/CRUISE): 14/11 knots

POWER: 2 x 750-hp
Caterpillar C32

RANGE: 4,500 nm @ 11 knots

CONSTRUCTION: Steel hull, aluminum-
and-composite superstructure

GENERATORS: 2 x 80kW Kohler
80EFOZD; 1 x 50kW Kohler 50EFOZD

BOWTHRUSTERS: Quantum QT-150

FUEL CAPACITY: 18,710 gallons

WATER CAPACITY: 5,679 gallons

GUESTS/CREW: 10/9

CLASSIFICATION: ABS,
AMS, MCA LY2 certified

TENDERS: 1 x Castoldi Jet
Tender, 2 x Northstar 575RW

NAVAL ARCHITECTURE: Vripack/Endaze

**DESIGN AND EXTERIOR
STYLING:** Vripack

DETAILED DESIGN/ENGINEERING:
Endaze Engineering

**INTERIOR DESIGN (GUEST
AREAS):** Art-Line Interiors

**INTERIOR DESIGN (CREW
AREAS):** ALG Design

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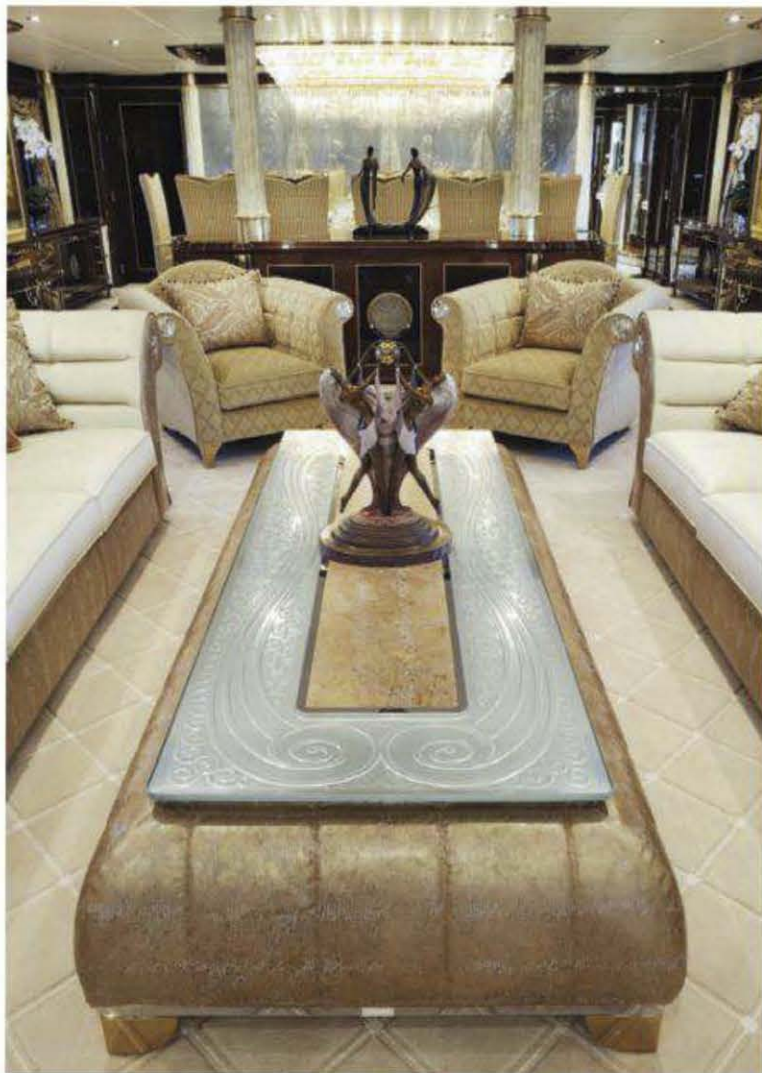
THIS 200-FOOT FULL-DISPLACEMENT BENETTI REPRESENTS A CHANGE OF PACE—LITERALLY—FOR SERIAL SUPERYACHT OWNER JOHN STALUPPI, WHO PRIORITIZED GLITTERING LUXURY OVER SPEED IN CREATING HIS ULTIMATE CHARTER YACHT.

TEXT BY CAROLINE WHITE PHOTOGRAPHY BY BUGSY GEDLEK

FOR EVER







Literally and metaphorically, John Staluppi has

spent much of his life with his head in an engine. As a 16-year-old mechanic, he fell in love with the muscular engines of classic 1950's cars, whose voluptuous forms convey speed even when standing still. This mechanical passion was the basis on which he built an empire of auto dealerships and of his sideline in superyachts, which he commissions, uses, charters and sells. His success has afforded him the luxury of a private museum, Cars of Dreams in North Palm Beach, Florida, which he's filled with angular sedans and undulating soft tops. But a visitor is still most likely to find him out the back, tinkering with a carburetor.

It is no surprise, then, that Staluppi's yachting history has been characterized by speed. Among the 18 yachts he has built is the current world record holder for the fastest superyacht, *The World Is Not Enough*. The surprise comes with his latest project. *Diamonds Are Forever* may have a sleek, volume-concealing exterior, with über-cool shard-shaped windows, but she is a 200-foot displacement yacht, filled with luxe décor of the heavy kind.

Staluppi and his wife, Jeanette, were, as he says, "Tired of worrying about how much the dishes weighed," so rather than chasing speed, they set out to create the ultimate charter vessel. "I wanted more of a luxury yacht, for cruising—big displacement," says Staluppi. "On this boat we've got a gym, a beauty parlor, a massage area, a sauna—you can't do that if you want to do sixty knots."

But for a man as practical as Staluppi, luxury begins with solid basics: a reliable hull. He admired the architecture of



these pages
Evan K. Marshall's decorative theme includes diamanté allusions to the yacht's name and Art Deco accents such as stylized glass etchings, specially commissioned paintings and Jeanette Staluppi's Erté statuettes.







“We’ve got a gym, a beauty parlor, a massage area, a sauna—you can’t do that if you want to do sixty knots.” – JOHN STALUPPI



Quantum of Solace, a Benetti he bought as *Midlandia* and refitted. So for *Diamonds*, he turned to the Italian builder. He initially intended to start from scratch, but the opportunity arose to buy an existing hull and save a year and a half.

“The boat was fifty percent completed,” says Nicola Nicolai, then Benetti’s head of project management for custom builds, now its sales manager. “We had all the hard superstructure systems and main machinery work. So he decided to swap from one project to the other, and [Staluppi] started redesigning completely the boat.”

Nicolai was part of a nucleus of advisors who guided the project from this stage; the others were Peter Thompson, an Ocean Independence broker who has worked with Staluppi on previous yachts and who introduced him to Benetti with *Quantum of Solace*, and firmly at the helm, Staluppi himself.

His influence is easiest to see in the heart of the yacht, the engine room. He was happy with the twin Caterpillar 3512HD engines, which offer a cruising speed of 15 knots and a 16-knot top speed. But he made arresting aesthetic improvements. He brought stainless-steel expert Mike Briton from his car museum to Italy and now, as Thompson says, “If you can see it, it’s mirror-polished stainless.”

The generators were upgraded to the point where the emergency unit can now power the entire yacht (except for the zero-speed stabilizers) in normal operation. Forward, there’s a walk-in fridge and freezer, a good-sized laundry room and two generous crew cabins. The hull was laid before the rule prohibiting sleeping quarters below the waterline, so these take up more of the hull than you would expect in a 2011 launch.

Upstairs, on the lower deck, are the crew mess and five more crew cabins. Aft through soundproof doors, the guest areas are fleshed out with Evan K. Marshall’s sumptuous décor: glossy woods, Art Deco accents and lots of mirrors,



diamonds are forever || 200' BENETTI

this page
The full-beam upper salon features comfortable seating, a marble-topped bar and a dining area that can be separated from the salon and opened to the aft seating area via curved sliding glass doors.



while the diamanté studs glimmering from furniture and fabrics take the yacht's Bond-themed name to literal lengths. But these spaces are also inherently practical. The four guest staterooms feature Madrona burl woods, gold and silver leaf, embossed leather headboard and marble en suites. But when work began, queen-size berths were planned for three cabins (the fourth has twin berths). For the U.S. market, king-size beds were necessary. "We found when we were building a yacht with Christensen that they build right out to the hull, whereas Europeans tend to square things off, so you lose

space," says Thompson. They pushed out into the unused space, making more usable room without increasing the gross tonnage, which is measured to the hull side.

This practicality was also central to Marshall's décor. It may be rich and complex, but it doesn't get in the way. "Art is never a last-minute thing; you're not walking around saying, 'Where shall we hang this painting?' We try to make it integral to the design," Marshall says.

The central main-deck foyer is spectacular, but its elements are firmly built in. A hand-beaten glass inlay by Dutch company

Marieux is the centerpiece of the onyx floor. Mounted in chrome frames are paintings of sultry women, their jewelry highlighted with diamanté studs, while fixed side tables support Jeanette Staluppi's Érté sculptures.

The foyer opens to the main salon, where formal luxury is executed with a sense of fun. Forward is a spectacular mosaic, flanked by cabinets by Marieux, which are fronted with chrome-backed glass, etched and studded with diamantés. A central seating area features cream armchairs by Marieux with apple-sized crystals at the ends of the arms. Faux marble pillars separate this space from a dining area. Another panel of chromed glass serves as a backdrop for the custom-designed dining table; above it hangs a long Deco chandelier by Sans Souci of the Czech Republic.

Guests are served from the port-side galley forward. This space was designed with input from Chef Dieter Curth, who worked on both *Quantum of Solace* and a German Navy submarine, where the galley was "the size of a phone booth." He works along his "line" with a steam oven, grill and hob—all raised to save his back—plating on a central island for stewardesses to collect from the other side as in a restaurant. Clever touches include freezer drawers, where Curth keeps small, often-used items, such as stocks in ice-cube trays. He can open the drawers frequently without letting cold air out of the big freezer.

For those who want to work off Curth's meals, a gym is across the corridor from the galley, plus a sauna and beauty salon with a massage bed. Farther forward is the full-beam, split-level VIP suite, which is as grand as the master directly above it. "If two

business partners wanted to charter a boat, nobody would say, 'Which room do I get?' That's the purpose," says Staluppi.

The VIP cabin has 180-degree views, a cream chaise longue, cream tufted bed base and paneling and burl wood cabinets, while the gold design on the bedspread is highlighted with diamantés. Aft on the suite's lower level are his-and-hers dressing rooms and a large marble bathroom, although there's also a small night head adjacent to the stateroom so guests don't have to stumble downstairs in the dark.

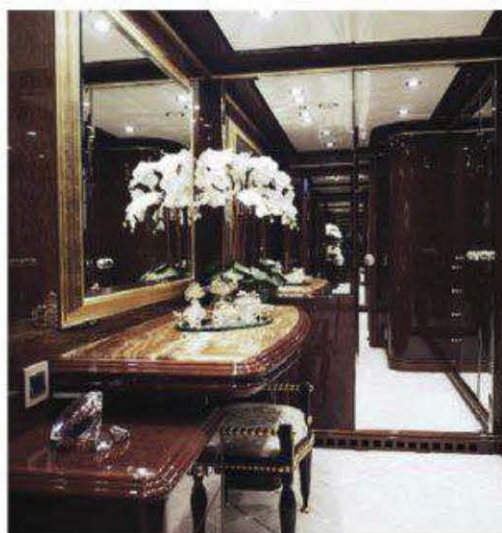
A level above, the master suite is slightly larger and the bed faces forward, raised on a platform to enhance the 180-degree views out the windows. The en suite has twin showers, a grand central bath in honey-colored marble and Lalique lamps. Aft is a corridor of mirrored wardrobes etched by Marieux and an out-of-the-way study by the entrance. The suite is well considered and is a jaw-droppingly decadent space.

Compared to the formal main salon, the full-beam skylounge aft feels relaxed and bright, which is thanks to Staluppi's space planning. "On a previous boat he moved air trunks outside because they blocked windows," says Marshall. "On this boat, he did the same. It makes a spectacular difference in terms of space and light." White furniture enhances this airiness, and Staluppi insisted on corresponding pure marble for the bar top (by Italian expert Guido Menchini & Son). A strip of diamantés runs around the burl base of the coffee table, and around a card table, whose high-backed white leather chairs pick up the theme with diamanté-studded spines.

Aft, a circular dining area can be closed off completely from



these pages
The split-level VIP is just as desirable as the master stateroom for those instances where two principals may charter the yacht.



the skylounge by curved glass doors, while corresponding doors opposite open it up to the aft deck for al fresco dining.

On the pool deck above, a raised dining area is perched aft, descending to a spa pool, a marble topped wet bar and a large television. It's a gorgeous destination unto itself, yet Staluppi was just as interested in the pilothouse design forward on this deck, which he changed four times to improve its utility.

Even farther up is the most dramatic alteration Staluppi made to the boat, the addition of a sky deck, which exudes a feeling of peace and privacy. The space is simple with sun loungers, a large sofa with a view forward and the top of the elevator covered in high-gloss wood.

At the bottom end of the boat, a foot was shaved off the keel to ensure the yacht would have a shallow enough draft to cruise The Bahamas. To compensate, they upgraded the stabilizers and, on the advice of Mike Perkins at Quantum, installed two long fins higher up the hull. The whole package worked well in The Bahamas and on the voyage across the Atlantic to get there. A Schottel stern thruster was also installed that runs off its own 400-horsepower Yanmar diesel, which means the boat can be moved without turning on the main engines.

"All the modifications we have done with [Staluppi] are an improvement of the standard we have, especially on the technical side. They make the yacht much more functional, and we are adopting most of them for all our yachts," says Nicolai. "Working with Mr. Staluppi has helped Benetti to raise the bar in our quality standards, and at the same time better understand the requests of the sophisticated U.S. market and build always better products for our clients."

This effect is something we might expect from a man who loves engines. People who find joy in shafts and cylinders



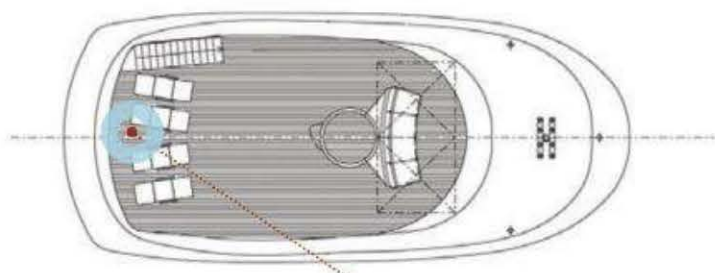
working together in harmony tend to appreciate other efficient systems: spaces that work, logical layouts, galleys that make food better and the chef happier.

Some of the touches are so small guests won't notice them: aft-facing air-conditioning drains, so when the bow lifts, gravity pushes water back and out; at the other end of the system, air running through waffle grates with large holes that keep pressure low and quiet; power outlets with both European and American voltages; a refrigerated Atlas electrical system to prevent overheating in tropical climates.

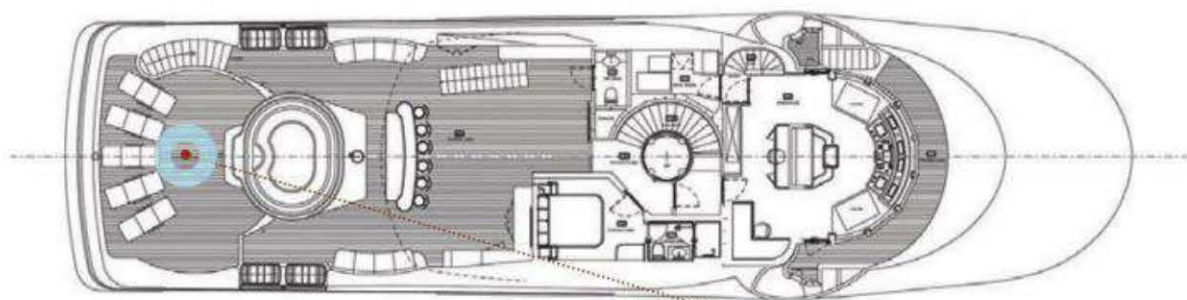
"Systems are very important for me," says Staluppi. "It's about the whole package and how it's going to function. I don't want them to put a pump in that you can't get to if the pump breaks. That's important in a boat."

It is this attention to functionality, rather than her gloss and sparkle, that truly makes this yacht a jewel.

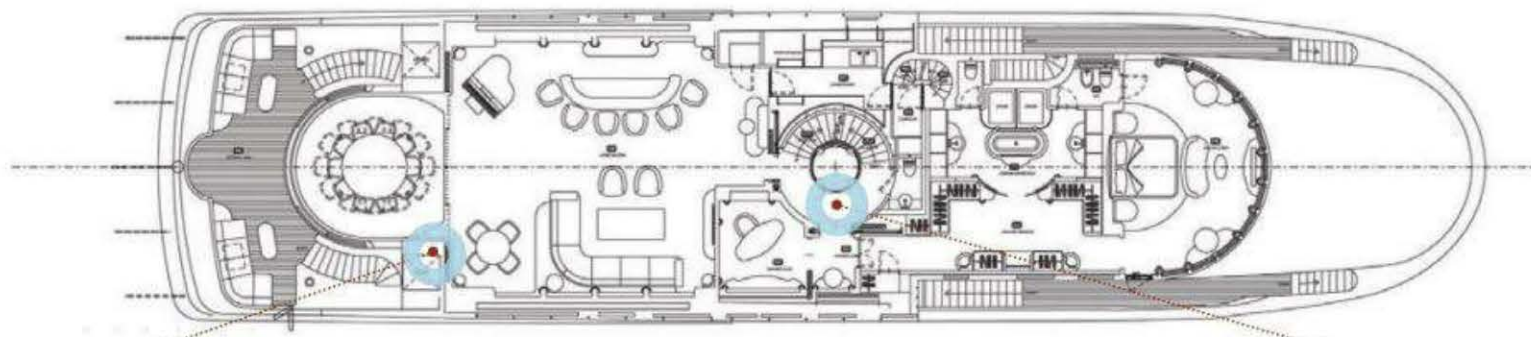
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AIR DRAFT: The folding hydraulic radar arch allowed the yacht to make it to the Miami show with a foot to spare under one bridge.

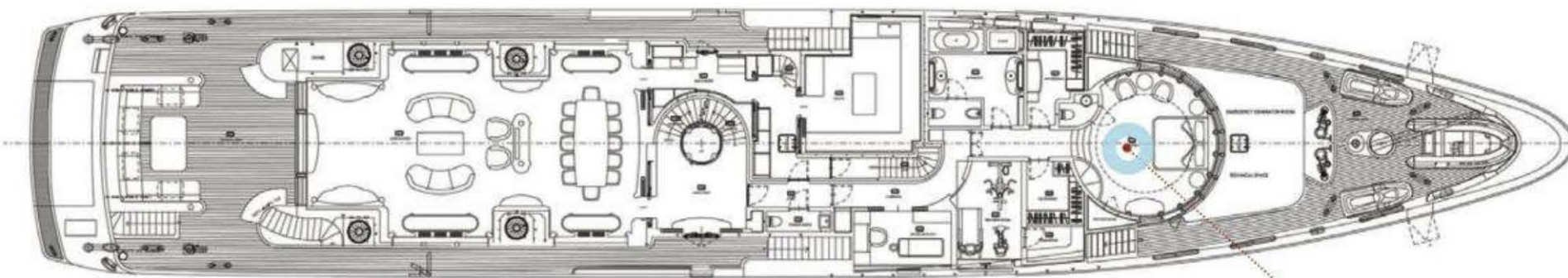


HELIPAD: With the awnings and furniture removed, the dining area aft of the spa pool becomes a touch-and-go helipad.



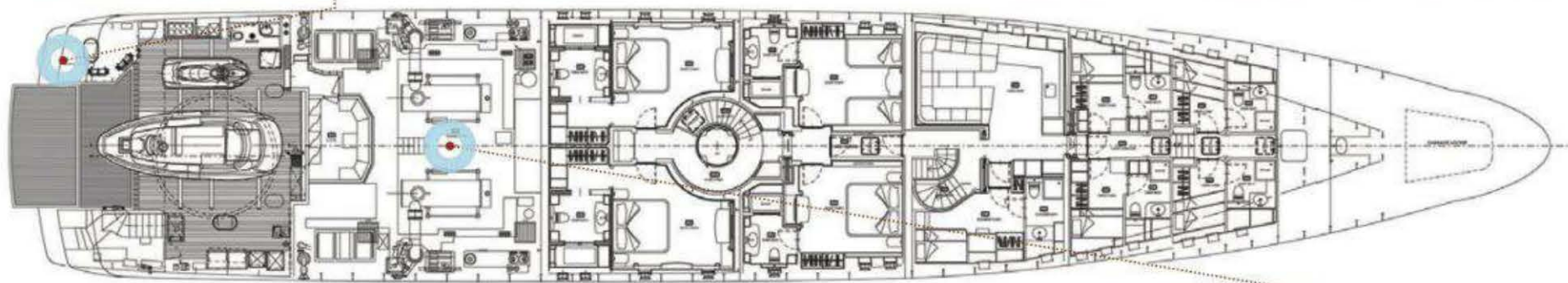
SPACE: Air trunks were moved outside to allow for more windows in the skylounge, creating more space and light.

UPPER DECK: The owner spends most of his time on this deck, which houses the master suite and his favorite space, the skylounge.



STERN: One of Staluppi's modifications was to add a few feet of platform on each side of the garage door to aid in docking.

VIP: The split-level VIP has 180-degree views and is on par with the master. A head is located on the top level for easy night access.



NEED FOR SPEED: The mothership may be a displacement yacht, but she will tow a 39-foot Deep Impact that can go 82 mph.

CHROME PALACE: The owner brought in a stainless-steel expert to cover every visible part of the engine room in mirror-finished chrome.

Specifications:

BUILDER: Azimut-Benetti

Livorno, Italy

Tel: +39 0586 4151

Email: info@benettiyachts.it

www.benettiyachts.com

CHARTER: Ocean Independence

Peter Thompson

Tel: +44 (0) 77 8875 5334

Email: pt@ocyachts.com

www.oceanindependence.com

LOA: 200' (61m)

LWL: 169' 11" (51.8m)

BEAM: 34' 1" (10.4m)

DRAFT: 9' 6" (2.9m)

POWER: 2 x 1,850-hp
Caterpillar 3512HD

SPEED (MAX/CRUISE):
16/15 knots

RANGE: 4,800 nm @ 12 knots

FUEL CAPACITY: 31,700 gallons

THRUSTERS: 160kW Vosper Naiad

STABILIZERS: 2 x Quantum XT fins

GENERATORS:
2 x 200kW Northern Light
1 x 125kW Northern Light

FRESHWATER CAPACITY:
5,283 gallons

OWNER AND GUESTS: 12

CREW: 15-16

UNDERWATER LIGHTS: Sea Vision
by Underwater Lights USA

TENDER: 26' custom Nautica

SHORE POWER CONVERTER:
ASEA Power Systems

CLASSIFICATION: Lloyd's Register of
Shipping ✕ 100 A1 SSC Yacht Mono
G6 ✕ LMC, ICLL, MCA LY2-compliant

NAVAL ARCHITECTURE: Benetti

EXTERIOR STYLING: Benetti

INTERIOR DESIGN: Evan K.
Marshall with Benetti Interior
Coordinator Domenico Gavagnin

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LAUNCHING A SUPERYACHT IN
THE MIDST OF A REVOLUTION IS
BY ANY DEFINITION A STEP
OUTSIDE THE ORDINARY.
YET, AS EGYPT ERUPTED IN
POLITICAL TURMOIL, THE
ANCIENT PORT CITY OF
ALEXANDRIA WITNESSED
THE BIRTH OF A MODERN
WAVEPIERCING CATAMARAN.

TEXT AND PHOTOGRAPHY BY **IVOR WILKINS**



TATAMI





The road from Cairo to Alexandria is a helter-skelter, death-defying experience. It is at once intensely competitive and strangely cooperative; trucks, cars and donkey carts darting and weaving, drivers alternately tramping on the gas and slamming on the brakes as they vie for space. Along the way, the scene changes are as abrupt as the violent accelerations and stops. Arid desert and a gritty pall of dust give way to verdant green fields and groves, lush and fertile. Ugly, half-completed tenement buildings squat alongside the road for mile after mile, their brutal monotony relieved by soaring minarets of great delicacy.

Suddenly, through a hazy sunset, this ancient civilization asserts itself in the distinctive triangles of the pyramids of Giza. Amid the clamor of the highway, they are an imposing presence, solemn reminders of another world and another age.

Minutes later, an office park appears among manicured lawns and palms sporting cutting-edge new-world architecture and global brands. The old and the new, progress and decay, are all thrust into the fresh uncertainties of a land that has survived political upheavals for millennia.

In this setting, during the political turmoil of the Arab Spring of 2011, it seems almost appropriate that there was nothing conventional about the launching of the 77-foot composite motor yacht *Tatami*. Just about everything to do with this project was extraordinary—not least the fact that it was built under a vinyl tent on broken ground and spawned the almost simultaneous launch of a similar vessel built in aluminum as a port authority fireboat. Further stretching conventional boundaries, both are futuristic wavepiercing catamarans. In any company, these boats turn heads. In the context of Egypt's customary maritime stock—ranging from timeless wooden lateen-sail feluccas to rugged steel workboats—they resemble visitors from outer space.

Both vessels are testaments to the energy, vision and modernizing zeal of Egyptian marine industrialist Philippe Maari, who combines a prodigious respect for the region's history with a strong commitment to help forge a contemporary future. He has observed Turkey's rapid advances in the superyacht arena, and, depending on whether post-revolutionary Egypt chooses modern industrialization or radical fundamentalism, he sees potential for the country to follow



these pages
With a 29-foot beam, *Tatami* offers the volume of a 100-foot monohull in a 77-foot package. The relaxed interior is accentuated by the foosball-cum-coffee table and colorful antique rugs.



a similar path. To demonstrate his faith in this vision, Maari commissioned New Zealand-based LOMOcean Design to produce lines for an epoxy/wood/E-glass and carbon wavepiercing catamaran.

Innovation is part of the Maari DNA. Philippe is a second-generation entrepreneur in Egypt. His father, Gabriel, founded Mapso, whose interests include a marine division specializing in the supply of equipment, particularly propulsion systems, while his uncle Roger founded the Timsah shipyard that was later nationalized in the 1960s.

Maari has an infectious curiosity and appetite for new concepts and technologies. "All the boats we have done have tended to be unusual," he says. "We [at Mapso] have supplied over three hundred Voith Schneider propeller units into the Egyptian and Middle Eastern markets, which makes us the biggest customer for these units worldwide. We introduced aluminum construction and the first HamiltonJet-propelled boats in Egypt. We are into new markets and products and research and development. We like to think of ourselves as Apple versus PC. I love it when somebody says it can't be done. That almost always means it *will* be done."

Building a composite wavepiercing catamaran virtually on a beach in a context where aluminum is still considered the apex of high technology would qualify as such a challenge. To help achieve it, Maari brought in experts from New

Zealand to supervise the composite construction and high-quality stainless-steel fabrication.

Normally, LOMOcean would design a boat of this size and complexity in discrete sections that would be built separately and then assembled. However, concerns about being able to achieve the accuracy required in a somewhat primitive environment necessitated building the hulls and bridge deck as a single giant structure.

In the absence of a level floor, a steel platform was erected to maintain a reliable and stable reference base for the build. Construction proceeded at an interrupted pace as Maari occasionally had to divert resources from this personal project to other commercial undertakings.

One of these diversions was the aluminum version, purpose designed on a similar hull platform as a high-speed fireboat for the port of Damietta, located on a branch of the Nile between Alexandria and Port Said.

What began in an atmosphere of political stability ended as the Arab Spring plunged the region into turmoil. Maari was in France when revolution erupted in Cairo. As plane-loads of Egyptians and expatriates quit the country en masse, Maari bucked the trend and flew back. "The planes leaving Egypt were absolutely full," he recalls. "There were twelve passengers on my flight back into the country."

A strong sense of commitment and curiosity drew Maari



“The interior of *Tatami* is meant to be like a beach house: fun, informal, activity oriented. In fact, some key points were to avoid any sign of opulence, make kids comfortable to walk in and sit with wet swim trunks and remind my dad of his childhood by the seaside in Ras El Bar, Egypt.” – PHILIPPE MAARI



to the center of turmoil in Cairo's Tahrir Square, where euphoria, passion and death played out daily through the February uprising. Night after night he joined the demonstrators, capturing the action on film, listening to the debates and absorbing developments with keen interest. He wrote of his impressions and experiences for the French journal *Le Monde*.

Nine months later, in the week leading up to Egypt's post-revolution elections, death and protest revisited Tahrir Square and other major centers. By then, Maari's *Tatami* was relocated to Turkey, while the aluminum fireboat was in Alexandria, its delivery to Damietta delayed because protesters had forced authorities to close the port.

Heavily armed navy personnel were guarding the base in Alexandria where the fireboat was being held until the siege of Damietta lifted. *Ezzat*, as it is named, is an intriguing variation on the wavepiercing theme. LOMOcean has adapted the smooth, flowing lines of its pleasure boat versions to create a powerful, purposeful look, all hard angles and business. Built in aluminum and appropriately finished in fire-engine red, *Ezzat* is powered by four Scania engines through HamiltonJet units, offering an opportunity to compare performance with *Tatami*'s conventional propulsion. The design brief was for lightship performance of 25 knots, but *Ezzat* has exceeded this in sea trials with 27 knots in mid-load state.

LOMOcean first introduced the wavepiercing concept to the superyacht fleet with its 85-foot award-winning *Ultimate Lady* in 1998. Since then, the firm has developed the form, adding an underwater foil. Located just forward of amidships in the tunnel between the two demi-hulls, the foil is a plano-convex shape set at a fixed angle.

“The effect on ride and efficiency is significant,” says LOMOcean co-principal André Moltschaniwskyj. “With the fireboat displacing just under eighty-five tonnes, the foil supports about forty tonnes at twenty-five knots.” In effect, the foil is nearly halving the displacement, improving fuel efficiency and performance (see sidebar, following page).

Certainly, as *Ezzat* punched out of Alexandria Harbour, it admirably handled a six-foot jumbled sea. The ride was smooth and efficient, coping without fuss even at speeds of more than 25 knots. This is typical of these designs, where the wavepiercing demi-hulls support a central monohull bow that mostly flies above the water but provides a damping effect in waves.

Built, equipped and finished to a high standard under Mapso supervision and to Germanischer Lloyd classification, this project typifies Maari's determination to help modernize Egypt's maritime fleet. “The port authorities are elated with the outcome,” he says.

Maari's own boat, *Tatami*, was created from a similar intent. Having pioneered aluminum construction in Egypt, Maari's next step was composites. News that the Egyptian Navy was looking at the benefits of composite boats also spurred his

determination to establish a track record in this method. As a first step, however, it was decided to make the transition with a cedar core version, as local builders were at least familiar with working in timber.

On the way to the airport to visit *Tatami* in Turkey, three days before the start of Egypt's protracted post-revolution election process and with demonstrators calling for a million-person march on Cairo's Tahrir Square, tensions were running high. Crowds could be seen streaming towards the square, awash in a sea of waving red banners. Beyond the square, the city went about its business with shops, street bazaars, cafes and hotels functioning as normal. From the high minarets of city mosques, the haunting sound of muezzin calling Muslims to prayer drifted over the drone of traffic.

Later that night, across the Mediterranean in Marmaris, Turkey, *Tatami* stood out as one of the larger motor yachts in the crowded marina. As dawn light washed over the town and surrounding mountains the next morning, *Tatami* slipped her moorings for a three-day, 250-mile cruise to Antalya. A mix of conditions, from serene to a boisterous final 40-mile punch upwind tested the boat's seakeeping.

The beauty of these wavepiercing designs is their versatility; they can operate equally well at displacement and planing speeds. They can slide along happily and very efficiently at 11 to 12 knots, quiet and smooth and dead level with no sense of trying to climb out of a hole in the ocean. Or, if conditions or schedule dictate a more adventurous pace, they can sprint along at 20-plus knots, equally untroubled, although the

motion is more lively, and if the waves get up, there will be the occasional bang under the bridge deck.

For open-water passagemaking, 11 to 12 knots was the sweet spot, allowing guests and crew to walk about freely or enjoy sumptuous meals without clutching at the crockery or glassware. All the while, the spectacular scenery slid by, indicating good progress with parsimonious fuel consumption.

The multihull advantage is, of course, volume. These boats are tardis-like, offering the space and amenities of a 100-foot monohull in a 77-foot length. The downside is the temptation to fill every space with performance-dulling weight. *Tatami* has come in over her design weight. Following the success of the foil experience on the fireboat, *Tatami* is scheduled to have a foil retrofitted, which LOMOcean Design is confident will generate 300 to 500 millimeters (approximately one to one-and-a-half feet) of lift at speed, reducing bridge deck slam.

In making full use of the volume available, *Tatami* offers a massive master suite with a private deck on the wheelhouse level, VIP guest suites on the main deck and a further two cabins in the port demi-hull. One of these is a delightful bunkroom for kids, while the other is a regular double, with the added attraction of a glass panel for underwater viewing. The crew quarters are located in the starboard demi-hull.

Relaxing in the salon, Maari extends his arms and twists in a 90-degree arc. "I love the fact that, unlike a monohull, which only has a fore and aft axis, these designs give the interior two almost equal axes," he says. Space and light are a huge bonus, and the dimensions are more akin to a house than a boat.

right and below
Tatami's sistership, a
port authority fireboat,
Ezzat is fitted with a
foil that essentially
halves displacement,
improving efficiency
and performance. The
foil will be retrofitted
aboard *Tatami*.



Getting a Lift

The first assist foil LOMOcean Design applied to one of its vessels was a retrofit to a 46-foot powercat called *Solitaire*. Starting with the available research from the National Advisory Committee for Aeronautics, which is the national seat of knowledge for foil shapes, André Moltschaniwskyj of LOMOcean came across a technical paper from the 1960s discussing plano convex foils—the favored foil section for this application.

These simple, easy-to-manufacture foil sections with a curved/segmental upper surface and a flat lower plane became the basis for the LOMOcean foil. Using a local custom composites component manufacturer to fashion a carbon-fiber foil to the design, LOMOcean fitted and tested it on *Solitaire*.

"This was a relatively efficient boat for its length and displacement in the first instance," says



The interior décor, with its lime-washed floors, shiplap ceiling panels, antique rugs and eclectic furnishings, is akin to a beach cottage. It is a barefoot and t-shirt sort of environment, where adults and young kids can feel totally at ease. It defies the pretensions of some interior treatments with an exuberant, rebellious sense of humor expressed in the red and black kitchen chairs that look as if they were pinched from grandma's cottage and the foosball table that doubles as a coffee table.

"The interior of *Tatami* is indeed meant to be like a beach house: fun, informal, activity oriented," says Maari. "In fact, some key points of the brief were to avoid any sign of opulence, make kids comfortable to walk in and sit with wet swim trunks and remind my dad of his childhood by the seaside in Ras El Bar, Egypt. This was a middle-class summer resort in the fifties and sixties that was erected of straw mats at the beginning of the summer and pulled down after the season."

Yet it is at the same time a very thoroughly studied interior with a lot of underlying conceptual design. "The circulation in this boat is exceptional. There is a sense of flow, a sort of feng shui correctness about it that makes residents and visi-

tors feel immediately at ease," Maari adds.

The hospitality is generous and the crew attentive, but a help-yourself informality is encouraged with a hot-drinks station providing the makings of tea and espresso and a well-stocked bar and refrigerator easily at hand.

The galley can be closed off for the chef to work her magic in private. But equally, when the family feels a culinary urge, a panel slides out of the way to create an open-plan arrangement. A self-contained kids' area with a down-to-earth scrubbed-pine activities table and blackboard creates a measure of separation without excluding the smaller guests.

Given the context in which she was created, *Tatami* is finished to an exemplary standard. The fairing, paintwork and detailing are outstanding. She is a credit to Philippe Maari's courage in taking on a project of this complexity. Conceived in one period of Egypt's modern political history, she has weathered the Arab Spring and, once the post-revolutionary dust has settled, may herald a bold transition to his vision for a more contemporary future in Egyptian boatbuilding.

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Moltschaniwskyj. "As soon as we attached the foil, the fuel consumption reduced by twenty percent at twenty-five knots, and there was a noticeable improvement in ride quality."

Its second application was to a 39-foot power trimaran. "This was a boat capable of speeds over thirty-five knots. As soon as we added the foil, we achieved speeds over forty knots," says Moltschaniwskyj.

The Egyptian fireboat was the first designed from the outset to include a foil. Apart from the inherent advantages, there was another reason to make the foil a strong candidate in this case. "The client had specified HamiltonJet propulsion units, which were going to be quite close to their cavitation limits

with this design. We felt that the foil was a way of gaining some insurance if it ended up being built overweight," says Moltschaniwskyj. "As it happened, the build process was very disciplined and this was not an issue, but the boat is definitely the better for the foil. In the case of the fireboat, the foil is an aluminum unit, but all our others have been carbon fiber."

As for *Tatami*, she did end up overweight during the build due to quite significant changes to the post-design equipment specification. She is set to have a carbon-fiber foil retrofitted, and calculations indicate that this will generate 40 tons of lift at 25 knots, raising the bridge deck a further 500 millimeters above the water surface at that speed.



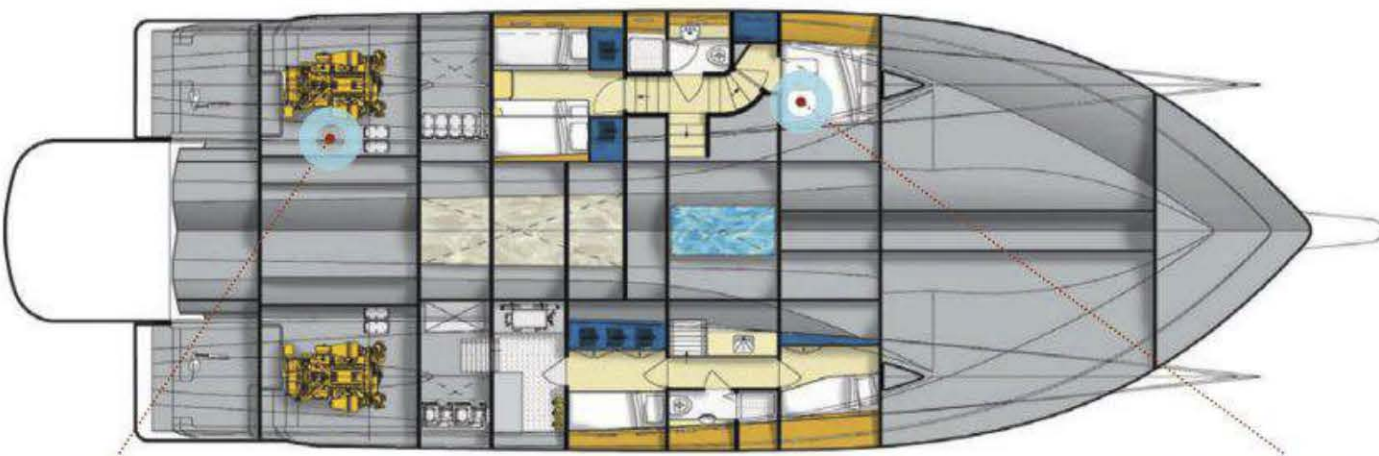
OWNER'S CABIN: Aft of the wheelhouse, the spacious master suite also has its own private deck aft.

FOREDECK: Small tables have been cut out from the teak flooring in the forward seating area.



AMBIANCE: *Tatami's* relaxed atmosphere is exemplified in the décor, as well as the self-serve drinks station.

VIPS: Although the twin VIP staterooms forward of the salon have small portholes, white fabrics and lined panels create a sense of light.



PERFORMANCE: The sweet spot for comfortable passage-making is 11 to 12 knots, but *Tatami* can reach 30 knots.

WATER WORLD: One of the two guest staterooms below has a window in the floor for guests to view the passing sea life.

Specifications:

BUILDER: Mapso Marine Propulsion and Supply, Egypt
Tel: +20 2 2962777
Fax: +20 2 2962780
Email: general@mapso.com
www.mapso.com

LOA: 77' 5" (23.6m)
BEAM: 29' 2" (8.9m)
DRAFT (APPROX.): 4' 11" (1.5m)
DISPLACEMENT (HEAVY): 75 tons
POWER: 2 x 1,400-hp Caterpillar C32
SPEED (MAX/CRUISE): 30/20 knots
RANGE: 2,000 nm @ 10 knots
GENERATORS: 2 x 27kW Kohler

FUEL CAPACITY: 3,302 U.S. gallons
FRESHWATER CAPACITY: 264 U.S. gallons
BLACK/GRAY WATER CAPACITY: 172/209 U.S. gallons
CLASSIFICATION: Germanischer Lloyd (structures only)
CONSTRUCTION: Composite; E-glass, selected timber, plywood and Cross Linked PVC Foam
DESIGN: LOMOcean Design



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For more information on the Young Designer of the Year Award, please contact:

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LAUREL: A STUDY IN FUNCTIONALITY

REVEALED FOR THE FIRST TIME IN LATE 2011, FIVE YEARS AFTER HER LAUNCH, 240-FOOT LAUREL LOOKS BRAND NEW. THIS IS NO ACCIDENT CONSIDERING SHE IS A SHOWCASE OF DESIGN EFFICIENCY, ONE THAT'S WRAPPED IN A BEAUTIFUL PACKAGE.

TEXT BY REBECCA CAHILLY PHOTOGRAPHY BY THIERRY AMELLER, MARTIN FINE AND SHAW McCUTCHEON





PHOTO BY NEIL RABINOWITZ

LAUREL: A STUDY IN FUNCTIONALITY

BUILT UNDER CONDITIONS OF SECRECY FOR experienced owners, the 240-foot Delta *Laurel* held a notable number of superlatives at her launch in 2006, among them the fact that she was the largest yacht built in the U.S. in 75 years. She was also the first yacht of her size to feature an entirely composite superstructure from the main deck up. Today, after being shielded from the public eye for nearly six years, one additional superlative surfaces: *Laurel* is one of the most functional and well-designed large yachts on the water.

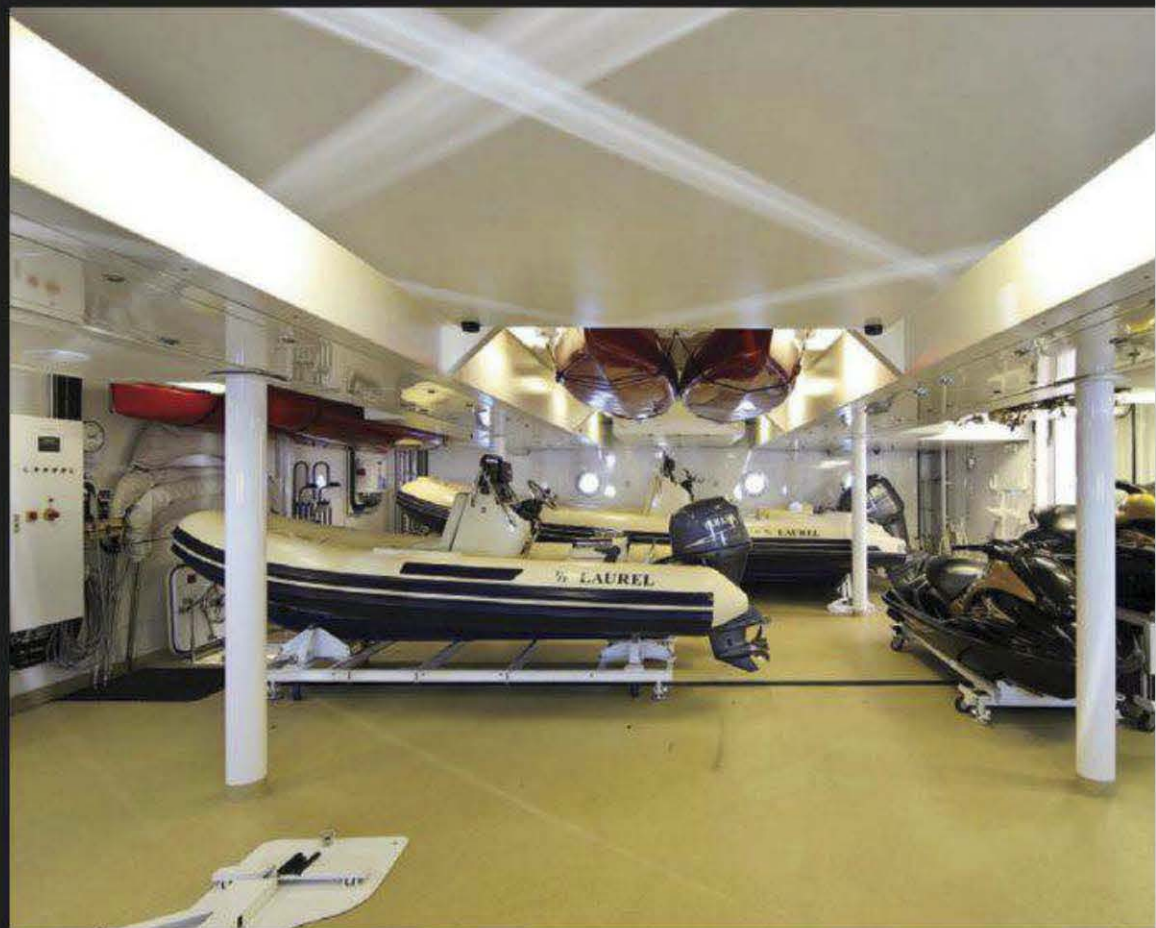
Six years ago, Delta Marine Industries quietly delivered the superlative superyacht to her owners, and without fanfare she disappeared over the horizon, embarking on a trek that would take her owners and her loyal crew on a 120,000-nautical-mile adventure to exotic ports of call around the globe. During this time she remained shrouded in secrecy, completely off limits to visitors, wishful charter guests and certainly the superyacht press.

Laurel was the vision of experienced yacht owners who selected Delta when they were ready to move up from their 164-foot *Feadship*. Surrounded by the expertise of their build captain, project manager and engineering consultancy team, the owners met with the Delta Design Group to discuss what would become America's largest—and most functional—yacht.

As is common with many custom builds, *Laurel* grew in length as her owners' wish list expanded. In the early stages she was envisioned at 197 feet but quickly grew to 220 and then to 228 feet in order to carry her three custom-designed Nautica tenders. At 228 feet, however, her profile, drawn by Donald Starkey, now looked disproportionate to the owner, so he asked for her bow to be extended to improve her rake and sheerline. Adding a swim platform on her stern increased her by another four feet, bringing her to her final length of 240 feet.

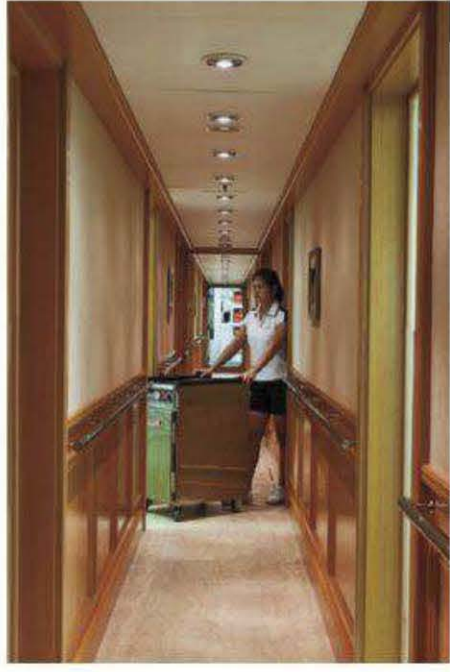
This progressive length increase had some not-so-obvious, but quite significant, add-on effects: it increased the boat's draft to 12 feet, which allowed for a tank deck, and then, for her tank deck to be efficiently designed. This

"What is most precious to owners is time. If they have to wait for us to offload toys or tenders in an inefficiently designed system, for example, they are wasting their valuable time." - CAPTAIN DAVID CLARKE





these pages
 Laurel's functional design
 made the owners' brief for
 long-distance cruising viable.
 She has logged more than
 120,000 nautical miles all
 while being home to a crew of
 25, plus owners and guests.
 Laurel even boasts a tempera-
 ture-controlled garden on the
 sun deck that provides fresh
 herbs and spices.



TANK DECK FOCUS



1. The tank deck is finished to a very high standard; the passageway looks more like a guest corridor than a utilitarian space.
2. Located near the galley, the bonded store and dry store hold all necessary crew items. In addition to food stores, uniforms, cleaning supplies, toiletries and merchandise are meticulously organized and inventoried.

LAUREL: A STUDY IN FUNCTIONALITY



above
The master suite is amidships, away from the working noise associated with the main deck forward. Crew can access the suite's port and starboard terraces from the side decks, allowing breakfast set-up without disturbing the owners.

deck now serves as the epicenter of a precisely managed yacht.

Captain David Clarke ran the owners' Feadship and acted as *Laurel's* build captain. "We followed two philosophies during the build," he says. "The first was that equipment was to be in either of only two places: where is it being used or where it is being stored. The second rule was that anything greater than one cubic foot needed to incorporate storage of some type."

To ensure that these philosophies were adhered to after the build was complete, Captain Clarke created an exceptionally detailed tracking system that monitors every single space on board and its related equipment. Anything that is installed and/or needs maintenance is monitored, and each crew member is trained to manage a specific area and update the database as necessary.

To say that "functionality" is the theme of *Laurel's* layout and design might not do the boat justice, but the concept of functionality impacts the crew," says Clarke, "and when we can work more efficiently, we can give better service to the guests. What is most precious to owners is time. If they have to wait for us to offload toys or tenders in an inefficiently designed system, for example, they are wasting their valuable time." To that end, the owners gave Captain Clarke and his crew wide latitude to incorporate significant design and layout elements with the crew in mind.

The emphasis became utilizing the large tank deck to its fullest potential. This deck houses not only the laundry room, refrigerators/freezers, crew gym and a waste management room with cardboard shredder, glass crusher and compactor, but



also a most impressive number of storage rooms and cabinets dedicated to specific inventory items. There is bonded storage for alcohol, dry stores, uniforms, cleaning supplies, crew toiletries and various merchandise, each area meticulously labeled and organized in such a way that would make any professional organizer think that she had died and gone to heaven.

Also located on the tank deck is the crew galley. Most of the cooking on the boat takes place here. Interestingly, however, the crew mess is not found here; it is located two decks above, forward on the main deck, in the space typically reserved for owners.

"Situating the crew mess forward on the main deck was a calculated decision," says Clarke. "This part of the boat is the most uncomfortable and most noisy when underway, and we didn't like waking the owners when bringing up the anchor or using the bow thruster." The area is large and bright, with plenty of seating areas and tables to starboard and a lounge to port. Crew meals in buffet warming servers are brought up via a food lift from the tank deck. The inclusion of a soda fountain means no precious

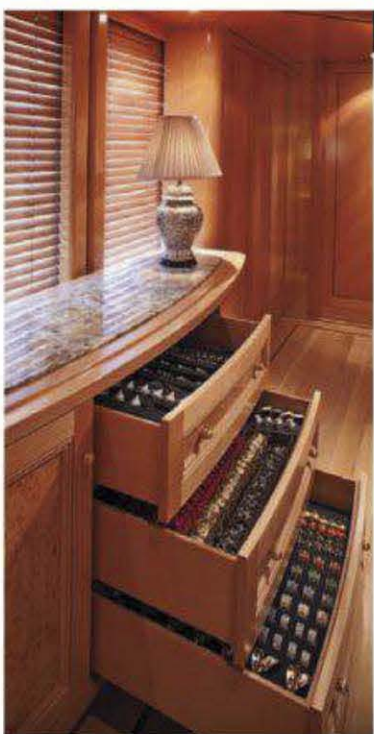
MAIN DECK FOCUS



2



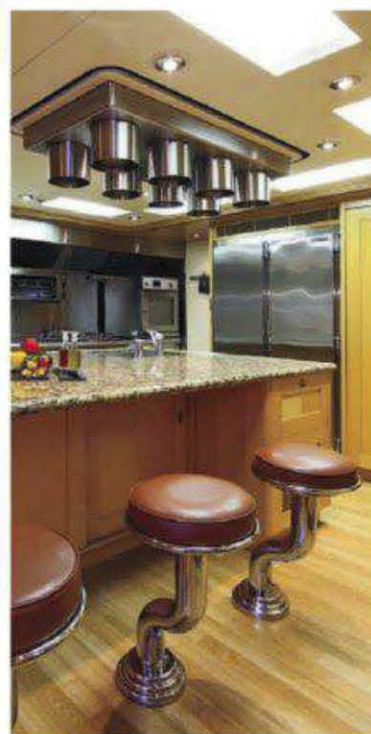
1. The dining table can be extended from 10 to 14 seats. The extra four chairs are stored in their own cabinet.
2. Sets of dining tablecloths also have their own closet divided into service for 10 and 14.
3. Napkin rings and assorted table accessories each have their place.
4. Fourteen sets of china are stored forward of the galley for easy access.
5. The main-deck galley is the showpiece while the prep work is done belowdecks in the crew galley.



3



4



5



this page
Each dining area aboard has a dedicated buffet, a nearby pantry area and specific tableware. The table settings for the skylounge dining (above) are less formal than those specified for the main-deck dining salon.

storage is wasted on bottles and cans, and even the position of the fountain was carefully considered, allowing crew who want a refreshment to get in and out quickly. From here, crew also have direct access to the bow through the bosun store and A/C room.

The ability for crew (the maximum of which can number 25) to move about the yacht unobtrusively was another primary consideration in the layout. A wide set of stairs originates amidships on the tank deck and climbs to the sun deck, permitting crew quick and easy access to service and guest areas without interrupting guests. A second crew stairwell farther forward allows efficient flow between the crew spaces on the lower three decks. Provisions are loaded and frozen garage leaves through a dedicated port entry door in the hull on the lower deck. In addition, crew can come and go through this door when at anchor, so the stern beach club remains a guest-only area.

The owners' suite and study is comfortably positioned amidships on the main deck, just aft of the crew mess behind a sound-proof bulkhead. A hallway—housing a convenient shopping closet where the owners can leave the day's purchases—and starboard-side lobby lead aft into the dining and main salon. The main galley is also situated on this deck and is a mirror layout to the crew galley two decks below. Most of the prep work for any food service will be handled in the crew galley, then sent up via the food lift to the main galley for cooking when guests are on board, a process that the chefs maintain works well.

Any stewardess who has worked in the yachting industry will applaud the functionality of the dining areas. Each deck includes a dedicated buffet and pantry area, and each area is equipped with its own set of area-specific glassware, china, cutlery, napkins and accessories. But, it is the dining room on the main deck that sets a standard that all other builds will

envy. Forget cramped sideboard cabinets; even those that house china and glassware in custom trays should now be ashamed. The cabinets and drawers in *Laurel's* dining room store a dizzying array of tablecloths, candles, napkin rings and accessories, all within easy reach for the stewardess to quickly set up and tear down and store after the meal.

Intelligently, china, glassware, coffee cups and cutlery are not stored here, rather they reside in a dedicated china store just forward of the galley. The flow is brilliant: plates can be brought from the china store to the galley for food plating, returned to the galley to be washed and then easily stored.

The themes of functionality and efficient flow continue throughout the boat, from the hidden storage in the main salon settees and skylounge ottomans to the dedicated champagne glass storage in the sun-deck buffet. The exterior areas can be quickly set up for entertaining with everything necessary at hand—no need for the steward to run to/from the dining room with plates and glasses.

The guest experience aboard *Laurel* is further facilitated by what Captain Clarke calls a “service from afar” approach. Strategically positioned cameras monitor the dining areas throughout and have the ability to zoom in on a guest's drink or plate, alerting the server as to the status of the meal without the need for attendants to hover.

The engineers' space, engine room and tender garage aft continue that model of efficiency. Those tenders that inspired *Laurel's* remarkable layout stow comfortably in the large garage and are launched by overhead gantry crane through an upswing side door. Above one of the tenders is pull-down storage of wakeboards and skis, ready to be displayed for quick selection. Farther aft, the spacious beach club features dive bottles in custom-built cubbies that can be easily filled in their positions.

Each and every area on board has been carefully considered to maximize efficient usage and then coded and maintained through Captain Clarke's sophisticated inventory tracking system. And, everything follows that original philosophy of “if it is used here, it should be stored here.”

Six years after her delivery, *Laurel* no longer carries the distinction of the largest yacht built in America, but she is still one of the most functionally designed yachts on the water. Now for sale and offered for charter to select clients, *Laurel* will have the opportunity to wow her new owners and lucky guests with luxurious accommodations and five-star service from a very happy, well-accommodated crew.

Most remarkably, this 240-footer with 120,000 nautical miles under her skirt looks as though she has just left the yard. Every single area is meticulously maintained and in near-mint condition, from the engine room to the galley, to the crew mess and guest areas. Captain Clarke credits her efficient layout and her builder and build team's expertise. “*Laurel*, as she is now, would never have happened without this team and Delta,” he says. Delta not only built a beautiful boat, it built an owner's dream yacht—a well-kept secret that has been worth the wait. ■

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THE VIEW FROM THE BRIDGE

A CAPTAIN'S OPERATIONAL PERSPECTIVE ON LAYOUT AND DESIGN FEATURES THAT MAKE THE PERFECT YACHT

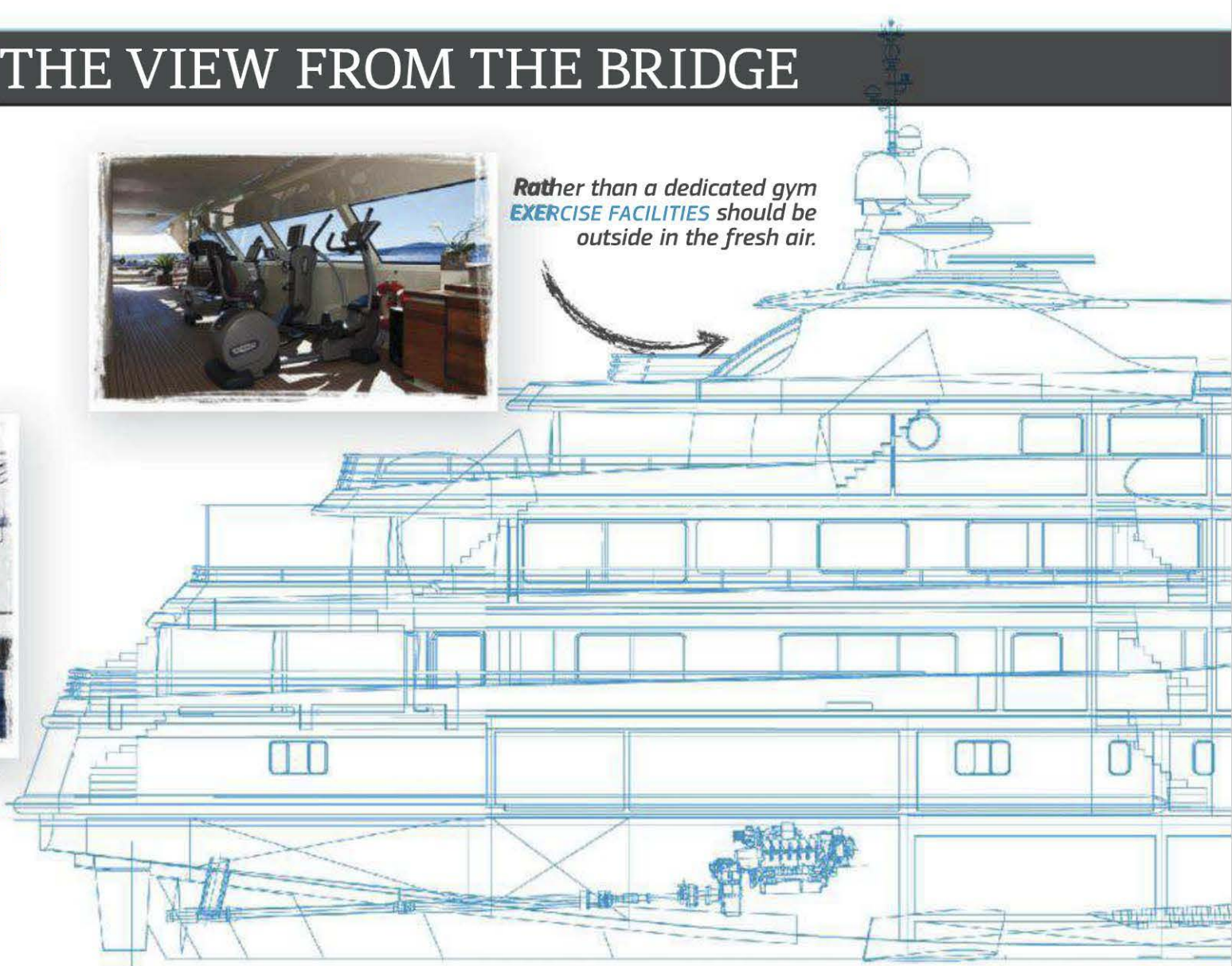
TEXT BY CLAIRE GRIFFITHS



The **SWIM PLATFORM** should be as large as possible to accommodate furniture and for comfortable boarding of tenders and toys.



Rather than a dedicated gym **EXERCISE FACILITIES** should be outside in the fresh air.



BEAUTY MIGHT LIE IN THE EYES OF THE BEHOLDER, but perfection probably lies somewhere over the rainbow.

When building your perfect yacht, it might seem everyone has something to say about it:

"A pink one, daddy, pleaaaaase," says your pre-teen princess. "Sound system, man, a mega one. Oh and a submarine," suggests the improbably prodigal son. And your octogenarian Old Aunt Agatha helpfully advises you install drinks cabinets—everywhere.

"You do exactly what you like, my darling," soothes the perfect wife.

Then the Big Boys from the shipyards and design studios weigh in with their oars-worth and you start wondering where it will all end.

But, it's the Master Mariners who may hold the answers to sea-going serendipity. *ShowBoats* queried six seasoned skippers for their views on space planning and features that add up to a well-functioning yacht.

OUR EXPERTS

CAPTAIN GREG BUTLER-DAVIS: 184-foot Perini Navi sailing yacht *Panthalassa*

CAPTAIN KAJ CHRISTENSEN: formerly of 141-foot Cantieri Navali Nicolini motor yacht *CD TWO*

CAPTAIN ROBERT BLEECKE: 120-foot Benetti motor yacht *Sea Blue'Z*

CAPTAIN ANDERS LAURIDSEN: 137-foot W.A. Souther & Son motor yacht *D'Angleterre II*

CAPTAIN MARK COXON: 164-foot Benetti motor yacht *QM of London*

CAPTAIN EDDY WEST: 269-foot Devonport motor yacht *Sarafsa*

To these captains, the perfect yacht would range between 130 feet and 215 feet, allowing for berthing in the popular ports clients like to visit. "We are 49.9 meters [164 feet]," says Captain Coxon, "which is pretty perfect because regulation-wise we can

squeeze into ports such as St. Tropez."

Captains Bleecke and Christensen both agree they would choose semi-explorers—with a large, seaworthy bow for Christensen (but not too commercial looking) and a helideck and hangar for Bleecke, plus enough fuel, refrigeration, freezers and safety features to make it self-sustainable for up to three months.

GUEST AREAS

When it comes to the interior, the captains have very definite and differing opinions: Captain Christensen would opt to have the owner's level below the bridge deck—it's more important that the captain can see where he's going rather than the owner, he maintains. But Captain Coxon would always place the master suite on the top deck where it's quiet, private and has the best views. Captain West agrees; the owner's cabin aft on the upper decks is away from anchor noise and daily morning crew set up.

West's guest cabins would be on the main deck to allow for large windows and plenty of light. Captain Lauridsen points out the value of having two VIP cabins so that if two couples charter the yacht they feel equally accommodated. In the case of *D'Angleterre II*, a sliding dividing wall turns two cabins into a large double VIP with en suite for this purpose. *QM of London* has an additional guest cabin instead of a second salon, something that Captain Coxon says works really well.

The jury is out on the temptation to do away with a large salon and/or dining room and move more living space outdoors. Coxon favors the idea; he's worked on yachts with enormous

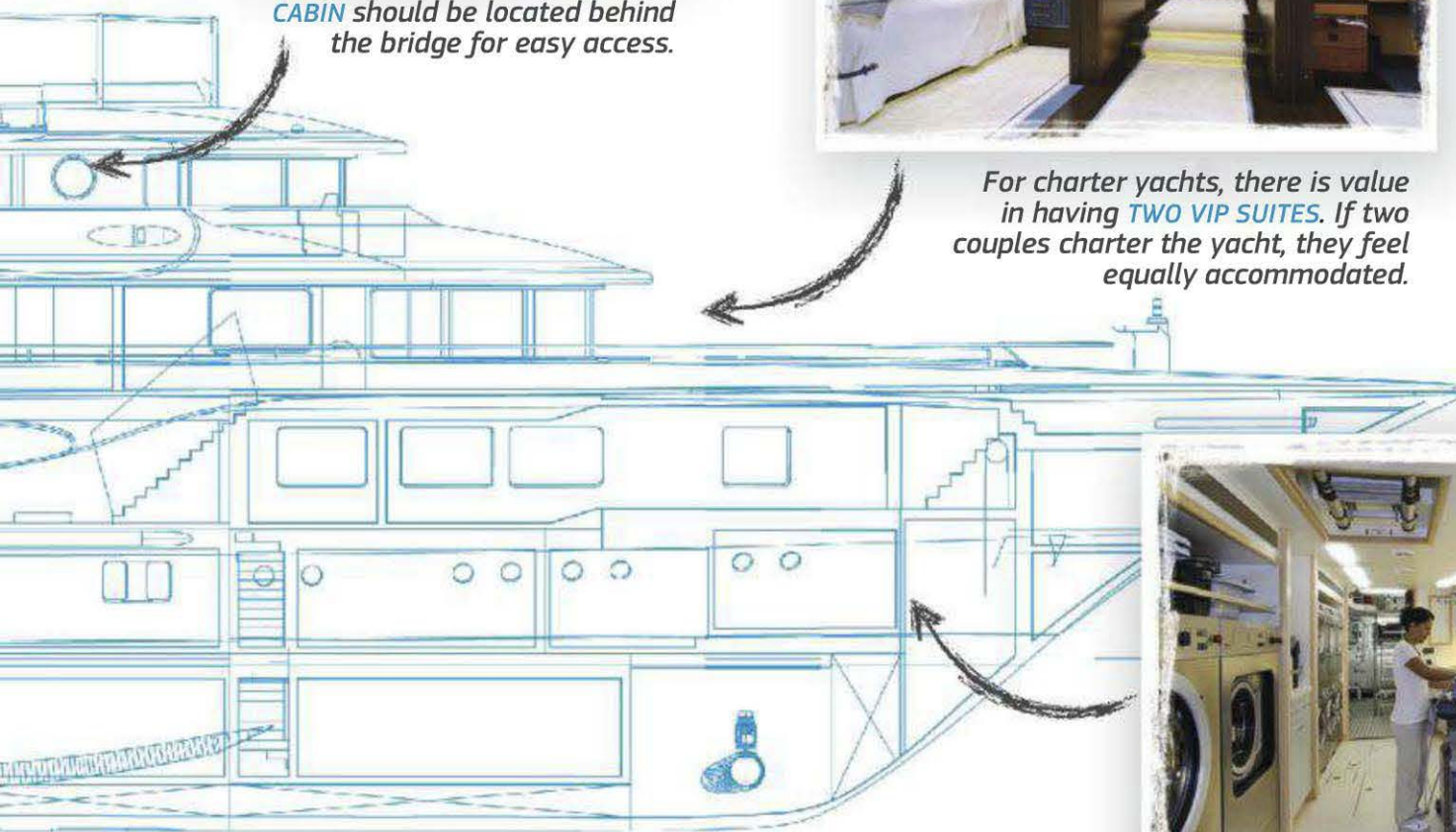


All captains agree, the **CAPTAIN'S CABIN** should be located behind the bridge for easy access.



For charter yachts, there is value in having **TWO VIP SUITES**. If two couples charter the yacht, they feel equally accommodated.

The **LAUNDRY ROOM** should be large enough to handle guest and crew laundry with enough space to iron bed and table linens.



salons that were never used. But Lauridsen is not so keen; the dining room is used by his guests, especially those with children, and as *D'Angleterre II* is a Mediterranean yacht, you get days when the weather turns bad. They both insist that the galley needs to be on the same deck and as close to the key dining area as possible—but for charter yachts, it's difficult to judge where that area is going to be. A common enough feature, but a useful one, suggests Captain Lauridsen, is a bar area in between the main aft deck and the salon. The stewardess can be constantly on hand to serve guests without being or feeling like she is actually in the way. In Lauridsen's 15 years of experience, some yacht features are considered desirable but then hardly ever used—"like barbecues," he says, "or Jacuzzis or gyms." After several requests for a gym facility, *D'Angleterre II* acquired an exercise bike last year, which now sits gathering dust. "People like the idea of being energetic and working out, but it doesn't last," he says. He reasons that the important thing is that guests know they have a wide and varied choice—and fair enough, he concedes. Rather than a sweaty room, Captain Coxon suggests exercise facilities should be outside in the fresh air.

CREW AREAS

"Don't forget the crew gym," jokes Captain West, not entirely tongue in cheek. In terms of the crew area, space looms large on a captain's dreamboat—albeit a dream they don't expect to come true. But Captain Lauridsen highly recommends single cabins for chief engineers (and first officers, if possible, adds

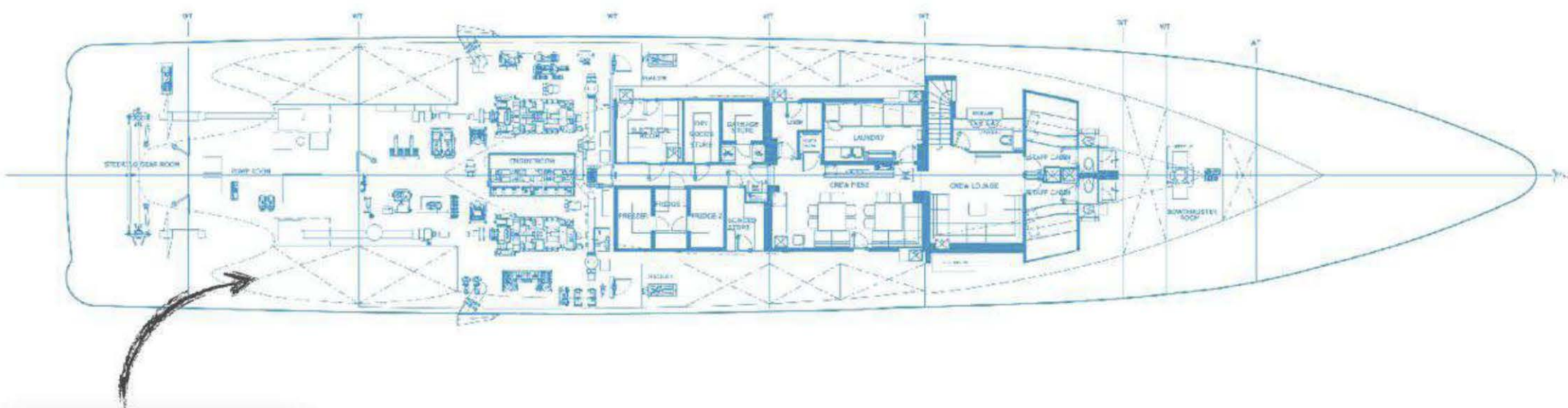
Coxon). Good, qualified engineers are hard to find, maintains Lauridsen, which is why he'd do his utmost to give them what they want; he believes chief engineers will opt for less pay if the job came with private space. He jokes, "From the owners point of view, captains are a necessary evil who spend money. But worse, chief engineers also are always spending money on the yacht but seem to sit around looking dirty all day!"

Everyone needs a bed, and not the trivial additions that Captain Coxon has experienced, such as Pullman berths in the crew area. He'd like to see audio-visual facilities in each crew cabin so crew can switch off and be alone.

While there's a trend for shared crew cabins to be en suite, Captain Lauridsen isn't convinced. *D'Angleterre II* has a "boys" and a "girls" bathroom, which are both accessed from the corridor. It means crew can come and go without disturbing their resting or sleeping cabin mates. A small but not irrelevant point lies in the laundry room, a space often overlooked on the drawing board; to iron eight to 10 feet of table linen, you do need a bit of space, point out our captains.

Captain West would like the bridge to be located just aft of the foredeck, which would be dedicated as an area for crew to relax during breaks—a point confirmed by Captain Lauridsen, who says, "Ideally, there would be direct outdoor access to the foredeck where crew know they can go to get a bit of fresh air. It's easier to have a better crew if you have these things. A little bit of extra thought earns you longevity with your crew. And crew longevity saves a lot of money."

THE VIEW FROM THE BRIDGE



Common on many boats, **ZERO-SPEED STABILIZERS** and the more unusual **DYNAMIC POSITIONING SYSTEM** make a better cruising experience for guests.

They all agree there is only one place for the captain's cabin—behind the bridge. "You need to be able to hear what's going on and sleep with the door open if necessary," says Coxon. And in Lauridsen's opinion, if you put a captain's cabin downstairs the caliber of the captain you recruit may suffer as top captains will want to be near the bridge.

OPERATION

Captain Christensen would keep modern technology to a necessary minimum on the bridge, and Captain Bleecke likes the idea of an ergonomic bridge. Although Bleecke favors conventional propulsion systems, he'd opt for diesel/electric propulsion if it could be fitted on a 164-foot boat. He'd definitely incorporate a dynamic positioning system to allow him to stop anywhere without having to drop anchor, giving him the pleasure of "flicking the Vs" at maritime officials looking to charge him extortionate mooring fees or fines for anchoring throughout the Mediterranean. Although now a common feature on many yachts, Captain Lauridsen really would like some zero-speed stabilizers.

Captain West's wish list goes on to include bow and stern thrusters powerful enough for 30-knot wind on the beam, a huge swim platform ("They're never big enough once you've got the tables and sun beds set up") and a high-pressure jet wash for hull windows and topsides. He also recommends a crew interior corridor from foredeck to swim platform to ensure guest privacy.

Captain Christensen would consider anything that helps with recycling, and he'd like to see a Jacuzzi holding tank that's able to pump the water back into the pool on arrival in port rather than having to dump and re-fill.

"You want very big tenders," says Captain Lauridsen. "That's important for all our clients. Take St. Tropez, for example, you can have one hundred yachts anchoring off the village in the summer with lots of traffic in the water. You want a big tender to make sure guests are comfortable and don't get sprayed." Exactly right, agrees Captain Coxon. And to avoid the problem of storing a large tender, Coxon does, and always would, opt to tow it. "It means you're not

limited by size; it's always instantly available and it must be able to fit in all the guests at once," Coxon insists. If he didn't tow, he'd store a tender on the aft deck with a beam crane. Captain West is keen on fold-down flush crew tender/rescue boat chocks on the foredeck and guest tenders to be stowed in interior tender bays through shell doors.

IS PERFECTION ATTAINABLE?

For Captain Butler-Davis, the perfect yacht is a difficult concept to quantify. A perfectly good yacht needs to perform well with reliable and functional systems, excellent naval architecture and quality materials. The available space needs to be used in a logical manner with the right proportion allocated to engineering, owner/guest and crew areas. Design-wise, the yacht should withstand the test of time and not simply seek to challenge new boundaries. Other considerations are build cost, operational cost, charterability, resale value and environmental impact. "As most yacht designers will acknowledge, the vast majority of yachts represent a compromise between one or more of the contrasting requirements," Butler-Davis explains. Add all these elements together and perfection seems implausible.

"There are always legitimate reasons why you have different kinds of 'stuff' on board," says Captain Coxon, "stuff the owners might want, stuff charter guests might want and stuff that makes the captain's life easier. But yachts are rarely ideal for everyone." One thing he believes a perfect yacht does need is a perfect management company and a perfect crew. "Ideally, the whole management structure of the yacht means everyone is working in the same direction—which is not something that just happens, you have to work at it." ■

Some yacht features are considered desirable but then hardly ever used, like barbecues, Jacuzzis or gyms, says Captain Lauridsen.

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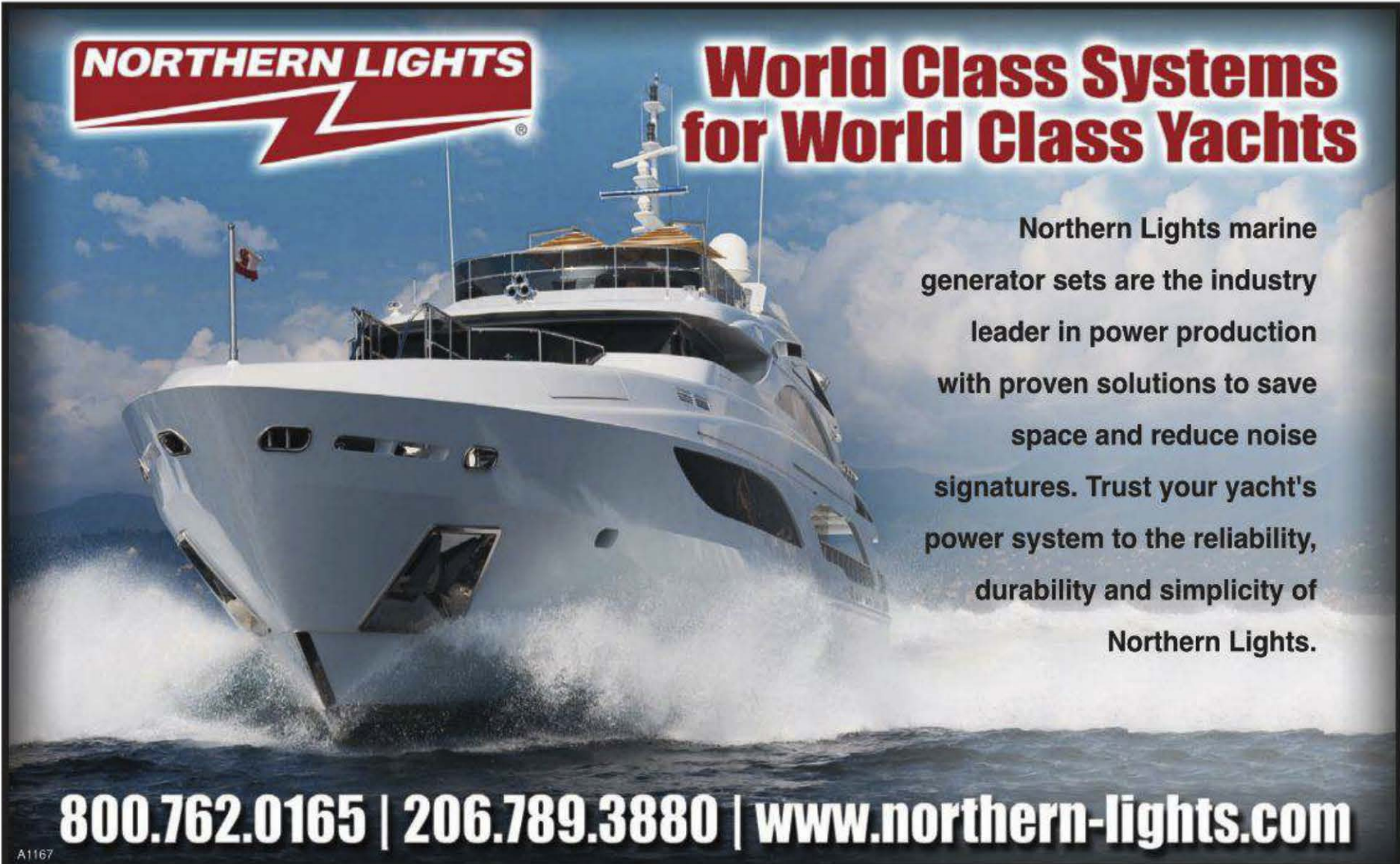
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SUMMER

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MARINAS

2012

Marinas that put you in the middle of the action or allow you to get away from it all.

TEXT BY JANE CODY

ONE OF THE BUSIEST CRUISING AND CHARTER seasons is during the summer months between June and August, when not an inch of dock can be found anywhere along the South of France. Where's a yacht to go? It's time to discover new cruising grounds and alternative berthing. Depending on your interests, we have some suggestions. Our list includes summer cruising marinas that make the most of the surrounding natural assets, provide the finest dining and shopping, are located near some of the world's most interesting historic spots or get you as close to the action as possible at this year's most sought-after sporting events.





Royal Docks



St. Katharine Docks

THE U.K.—A YEAR OF SPECTACULAR EVENTS

The U.K. has a lot to celebrate and commemorate in 2012—it's the 200th anniversary of the birth of author Charles Dickens, the 30th anniversary of the Falklands War and the 100th anniversary of the sinking of the *Titanic*. More cheerfully, Queen Elizabeth II celebrates her Diamond Jubilee in 2012 and summer events include a river pageant where the Queen, in her royal barge, will lead a flotilla of more than 1,000 boats along the River Thames in London. The procession will be more than seven miles long and include a variety of historic and modern vessels. Those with masts too high to pass under the London Bridge will create an avenue of sails from Tower Bridge to Wapping. Following the Jubilee celebrations, it's time for the 2012 Olympic and Paralympic Games, and premium berths are much in demand.

London's most central permanent marina, **St. Katharine Docks**, is organizing a busy program of events to make the most of the festivities.

Next to Tower Bridge and the Tower of London, and built on a site with 1,000 years of history, a better location where one can soak up the unique London atmosphere is hard to find.

Royal Docks, in conjunction with Marina Projects, is creating an exclusive superyacht berthing facility for summer 2012. Close to the city's sporting venues, amenities will include concierge services, crew facilities, 24-hour security, a VIP lounge and VIP parking. Berthing is alongside for yachts up to 490 feet and a master plan is being prepared to put the docks to good use after the games.

Weymouth Bay and Portland Harbour are hosting the sailing events of the Olympic and Paralympic Games and some restrictions for visiting yachts are inevitable. However, **Portland Port** has designated anchorage points and multiple deepwater berths accommodating vessels over 80 feet LOA. These must be booked in advance and visiting yachts will have access to both harbors

MARINA STATS

St. Katharine Docks

50 St. Katharine's Way
London E1W 1LA
United Kingdom
Tel: +44 (0) 20 7264 5312
www.skdocs.co.uk
LAT/LONG: 51°30'36"N/00°04'35"W
VHF: 80
Berths over 100 feet: 8
Max. length: 160'
Max. draft: 13' (subject to dredging)
Max. beam: 40'

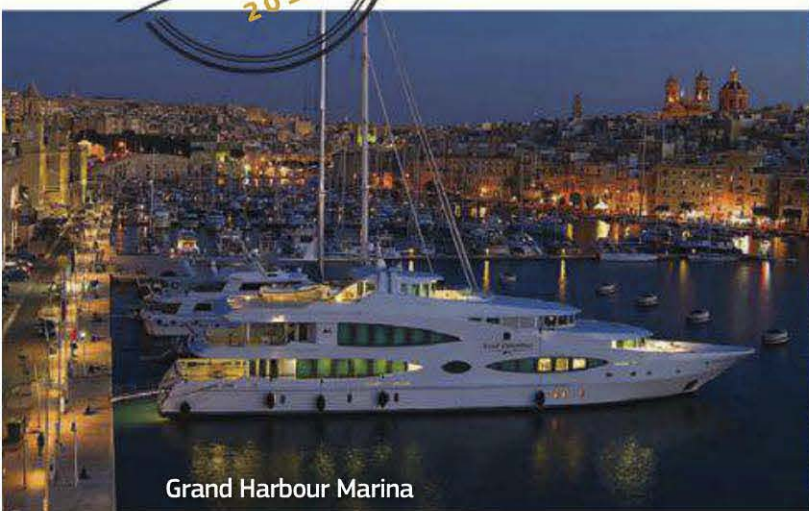
Royal Docks

Pierhead
King George V Lock
Woolwich Manor Way
London E16 2NJ
United Kingdom
Tel: +44 (0) 20 7511 5086
www.royaldocks2012.com
LAT/LONG: 51°30.08"N/00°04'22.5"E
VHF: 72
Max. length: 490'
Max. draft: 30'
Max. beam: No limit

Portland Port Ltd

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Castletown, Portland
Dorset DT5 1PP
United Kingdom
Tel: +44 (0) 13 0582 4044
www.portland-port.co.uk
LAT/LONG: 50°34'N/02°26'W
VHF: 74
Max. length: 490'
Max. draft: 28'
Max. beam: No limit





Grand Harbour Marina



Roman Amphitheater in Tarragona, Spain

via a defined access channel. **Portland Marina**, just opened for business in 2009, forms part of the Olympic sailing venue so there is no general access to the marina between July 1 and September 12, 2012. This minor inconvenience will be rewarded by a substantial legacy as when fully complete, the marina will have 560 annual berths and the maximum length of yacht accommodated will increase to 230 feet.

NESTLED IN HISTORY

Some of the world's best marinas lie in the heart of the most striking historic locations. While others grapple with traffic and parking, relax on deck admiring the architecture before taking a stroll to soak up the rich culture on your doorstep.

Right in the middle of the Mediterranean, Malta's strategic location guarding the narrow channels between its two great basins as well as its excellent natural harbors have made it very attractive to world powers throughout its history. So valued was the prize that over centuries these great powers left their mark in the shape of magnificent fortifications. UNESCO suggests that Malta's capital, Valletta, a World Heritage Site, is probably one of the

most concentrated historic areas in the world. At the center of things is Camper & Nicholson's Marinas' (CNM's) **Grand Harbour Marina**, with 33 fully serviced superyacht berths for vessels up to 330 feet in length. Visitors also have access to a wide range of nearby shipyard facilities and a huge variety of restaurants, shops and entertainment options that you would expect from an enchanting city with so many stories to tell.

Port Tarraco is nestled in the UNESCO World Heritage site of Tarragona, the southernmost city of Catalonia in north-eastern Spain. Two thousand years of history and the Catalanian culture make Tarragona an enticing city to explore, and the recently restructured marina of Port Tarraco now provides 64 superyacht berths. After a recent change in ownership, Marina Barcelona 92 provides a fresh injection of luxury marina management and easy access to its nearby shipyard facilities. The best way to experience this destination is to sip a cocktail among the Roman ruins, explore the narrow cobbled streets or take part in one of the many vibrant festivals. In the unlikely event that you tire of Catalanian city life then there is an abundance of nature parks to hike, bike or paddle.

MARINA STATS

Portland Marina

Osprey Quay, Portland
Dorset, United Kingdom
Tel: +44 (0) 845 430 2012
www.portlandmarina.co.uk

LAT/LONG:

50°34.44'N/02°27.25'W

VHF: 80

Berths over 100 feet: 14

Max. length: 230'

Max. draft: 16'

Max. beam: No limit

Grand Harbour Marina

The Capitainerie
Vittoriosa Wharf, Birgu
BRG 1721 Malta
Tel: +356 21 800 700
www.ghm.com.mt

LAT/LONG: 35°53.30'N/14°31.10'E

VHF: 13

Berths over 100 feet: 27

Max. length: 330'

Max. draft: 50'

Max. beam: 82'

Port Tarraco

Muelle de Costa
Tinglado 3
43004 Tarragona, Spain
Tel: +34 (0) 977 24 41 73
www.porttarraco.com

LAT/LONG:

41°06'25.73"N/01° 14'37.39"E

VHF: 11/16

Berths over 100 feet: 64

Max. length: 525'

Max. draft: 30'

Max. beam: 82'



Boston Yacht Haven



Italian Offshore Championship at Porto San Rocco

MARINA STATS

Boston Yacht Haven

87 Commercial Wharf
Boston, Massachusetts 02110
Tel: (617) 367-5050
www.thebostonyachthaven.com

LAT/LONG: 42°22'N/71°03'W

VHF: 09/126

Berths over 100 feet: 15

Max. length: 300'

Max. draft: 20'

Max. beam: No limit

Porto San Rocco

Strada per Lazzaretto, 2
34015 Muggia (TS), Italy
Tel: +39 040 273 090
www.cnmarinas.com/en/marinas/porto-san-rocco

LAT/LONG:

45°36.621'N/13°45.155'E

VHF: 74

Berths over 100 feet: 11

Max. length: 195'

Max. draft: 23'

Max. beam: 40' (Can accommodate wider beams by using two berths)

La Marina Real Juan Carlos I

Valencia, Spain
Tel: +34 (0) 963 81 20 09
www.marinarealjuancarlosi.com

LAT/LONG:

39°29'84"N/00°18'45"W

VHF: 67

Berths over 100 feet: 75

Max. length: 490'

Max. draft: 26'

Max. beam: 100'

Boston, the capital of Massachusetts, is one of the oldest cities in the United States, and IGY's **Boston Yacht Haven** is situated in the city's historic North End, a short walk from Quincy Market. Other components of Boston's compelling attraction include its "walkability," the blend of old and new and its cosmopolitan vibrancy. Once you've experienced the best of Boston, you can relax on your yacht and admire the great views in the exclusive 100-berth marina providing 15 dedicated deepwater superyacht berths.

SPORTS & ENTERTAINMENT

If you're not one for lying about in the sun sipping cocktails, you're in luck; there are plenty of marinas that offer additional fun. Whether you're in search of a regatta, a grand prix or almost any sport, there's a summer superport for you.

CNM's **Porto San Rocco** has plenty to offer visitors: first, it's set in the charming pedestrianized village of Muggia, close to Trieste, on the north coast of Italy; second, it offers duty-free fuel for those on their way to Croatia; and third, June and July are good months to watch or take part in some great sailing events. And, of course, the marina, which caters to yachts up to 195 feet in length, has all the services and facilities superyacht owners have come to expect from a CNM marina.

La Marina Real Juan Carlos I

in Valencia, Spain, was originally conceived and built for the city's hosting of the America's Cup in 2007, and many of the teams continue to use it as a base. It is the closest marina to the city of Valencia, near to the lively Malvarrosa beach, packed with restaurants, bars and clubs, and it offers 700 berths for yachts up to 490 feet in length. Sport continues to play an



Valencia Grand Prix



La Marina Real Juan Carlos I



Montauk Yacht Club Resort & Marina



Fishing off Montauk, New York

important part of marina life with a packed calendar of events focusing on regattas and, of course, the F1 Grand Prix that takes place in Valencia in June.

Montauk, on New York's Long Island, is one of the sportfishing capitals of the world, and IGY's **Montauk Yacht Club Resort and Marina**, featuring 14 berths for superyachts over 100 feet in length, provides everything superyacht guests need to relax in between fishing tournaments. More than 400 local fishing boats regularly reel in

record catches of tuna, shark, striped bass and fluke, and there's plenty for surfcasters and fly fishers, too. As an alternative, the resort also offers indoor and outdoor heated pools, volleyball and tennis courts, a fitness center and all manners of surfing courses, as well as a spa and a choice of casual or fine dining.

If you're looking for a bustling city with everything you might need in the way of shops, food and entertainment then Seattle is for you. **Elliott Bay Marina** is located west of Pier 91 and gives

you easy access to the highlights of metropolitan life. With five berths for yachts over 100 feet and a full-service fuel dock, Elliott Bay Marina is also a great place to stock up on the way to Alaska. And if you need to relax a little, away from city life, take a short stroll to the 534-acre Discovery Park and discover the spectacular view of both the Cascade and the Olympic Mountain ranges, two miles of protected tidal beaches as well as open meadow lands, dramatic sea cliffs, forest groves, active sand dunes, thickets and streams.



Elliott Bay Marina

MARINA STATS

Montauk Yacht Club

32 Star Island Road
Montauk, New York 11954
Tel: (631) 668-3100
www.montaukyachtclub.com

VHF: 09

LAT/LONG: 41°04.748'N/71° 56.283'W

Berths over 100 feet: 14

Max. length: 200'

Max. draft: 12'

Max. beam: No limit

Elliott Bay Marina

2601 West Marina Place
Seattle, Washington 98199
Tel: (206) 285-4817
www.elliottbaymarina.net

LAT/LONG: 47°37.84'N/122°23.47'W

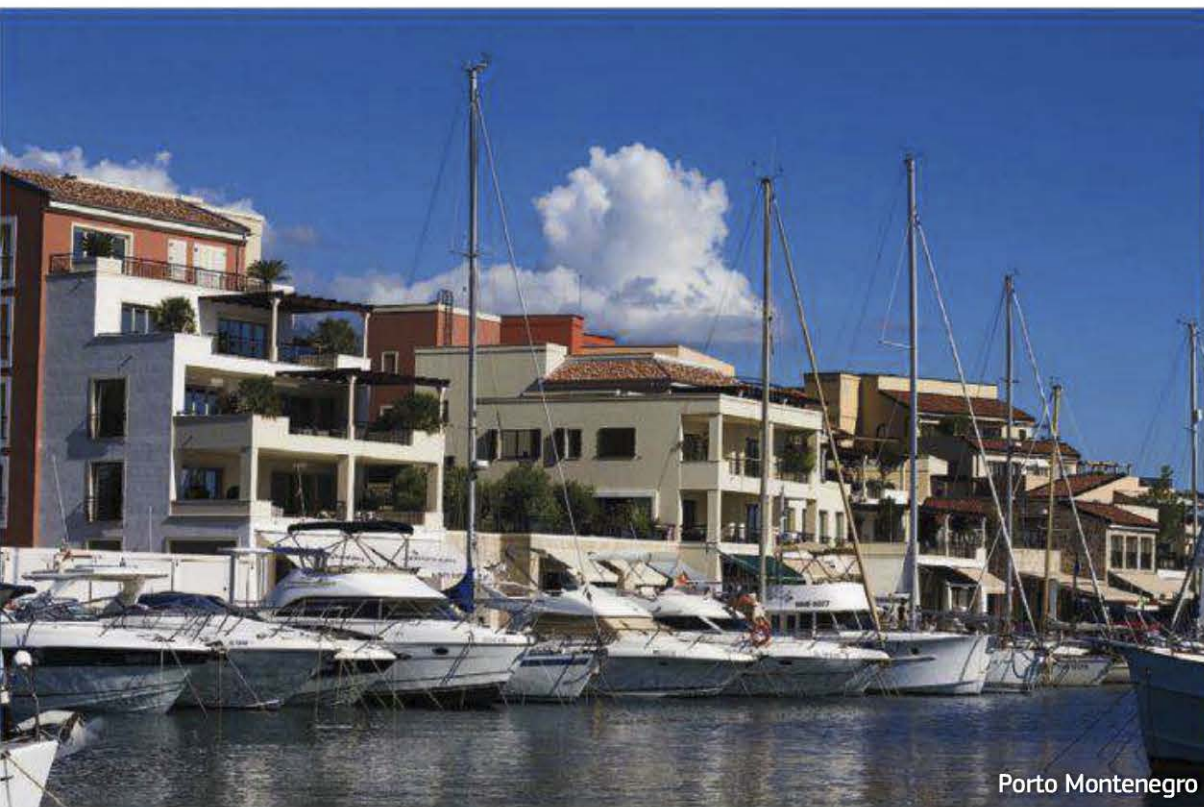
VHF: 78A

Berths over 100 feet: 5

Max. length: 330'

Max. draft: 20'

Max. beam: 65'



Porto Montenegro



Porto Montenegro

HOME AWAY FROM HOME

The best homeports combine first-class facilities for owners and their guests together with everything the crew needs to get ready for the summer season. Location is important too, and following are three superports that have made providing a perfect summer cruising base a priority.

Once a historic naval base, **Porto Montenegro** is well on its way to becoming a great homeport. Already you can berth a superyacht up to 330

feet in length and take advantage of facilities that include high-speed Internet, tax- and-duty-free bunkering, a sports club, a waterfront delicatessen and a lido pool. The first waterfront residences are complete, and a high-end luxury hotel and residences, in partnership with Regent Hotels & Resorts, are on the way, as is the re-development of a yacht repair and refit facility across the bay. On completion, there will be 130 superyacht berths for yachts up to 490 feet in length and a vast array of luxury facilities.

Vilanova Grand Marina Barcelona in Spain, just a 20-minute drive from Barcelona International Airport, has been carving out its niche as a superyacht homeport since it opened in 2009. For the second year running, Vilanova is offering free berthing days during the spring to entice superyachts coming back from the Caribbean to make use of its extensive facilities to prepare for the summer season. One of the few marinas in the Western Mediterranean

Porto Montenegro

Adriatic Marinas d.o.o.Obala bb
85320 Tivat, Montenegro
Tel: +382 32 674 660
www.portomontenegro.com
LAT/LONG: 42°25'59.33"N/18°41'32.13"E
VHF: 71
Berths over 100 feet: 28
(130 when completed)
Max. length: 330'
(490' when completed)
Max. draft: 55'
Max. beam: 79'

Vilanova Grand Marina Barcelona

Moll de Ponent
s/n Vilanova i la Geltrú,
08800 Barcelona, Spain
Tel: +34 (0) 938 10 56 11
www.vilanovagrandmarina.com
LAT/LONG: 41°12'N/01°43'E
VHF: 68
Berths over 100 feet: 49
Max. length: 328'
Max. draft: 21'
Max. beam: 65'



Vilanova Grand Marina Barcelona



Çeşme Castle, Turkey



Newport Shipyard



Newport Shipyard

designed just for superyachts, it has 49 berths for yachts up to 330 feet and a 320,000-square-foot technical area. The second phase will see the addition of two painting sheds, an 820-ton travel hoist and a 300-meter transient dock.

Newport Shipyard in Newport, Rhode Island, may be the oldest working shipyard on the waterfront, but the facilities are modern and extensive enough to provide everything demanded of a good homeport—a café, fitness center, ship's store, courtesy golf carts and, of course, a wide range of repair and refit facilities including a new 100-ton Travelift to complement the existing 70- and 330-ton lifts. The marina has craftsmen and a boatyard capable of servicing and refitting yachts up to 350 feet in length, and the American Boat Builders & Repairers Association named it North America's "2009 Boatyard of the Year."

SHOPPING & DINING

Find a superyacht marina and nearby you'll invariably find some of the best shops and restaurants the location has to offer. However, in some destinations you'll be completely spoiled for choice...

Opened in summer 2010, **Çeşme Marina** is the newest addition to the CNM stable. At the western end of the Izmir Peninsula, it may lie on a relatively undiscovered part of Turkey's spectacular coastline, but there is plenty to discover—natural thermal spas, good windsurfing and kite surfing and a charming historic harbor town with its own 14th century castle. It's also a shoppers' paradise combining the best of both worlds—a bustling collection of artisan and souvenir stores in the town and a retail complex in the marina village with names such as Calvin Klein, Gant, Slam and Nike. Çeşme Marina offers 400 berths for yachts up to 200 feet in length, a full-service boatyard and a new breakwater to be finished in time for the summer season. Also, look out for CNM's **Limassol Marina** in Cyprus, due to open later this year, where you also can step off your yacht into a vibrant town and shop till you drop.

Originally built in 1992, **Port Adriano** on the island of Mallorca, Spain, has recently completed an extensive remodeling, specifically focused on superyachts and inspired by French designer Philippe Starck. The result

MARINA STATS

Newport Shipyard

1 Washington Street
Newport, Rhode Island 02840
Tel: (401) 846-6000
www.newportshipyard.com

LAT/LONG:

41°29.392'N/71°19.442'W

VHF: 09

Berths over 100 feet: 25

Max. length: 350'

Max. draft: 23'

Max. beam: No limit

Çeşme Marina

1016 Sk. No: 2/24
Çeşme, Izmir, Turkey
Tel: +90 (0) 232 712 2500
www.cnmarinas.com/en/marinas/cesme

LAT/LONG: 38°19.24'N/26°18.08'E

VHF: 72

Berths over 100 feet: 7

Max. length: 200'

Max. draft: 16'

Max. beam: 32'

Limassol Marina

(HQ) 2 Syntagmatos Square
Old Port, Amathus Building
4th Floor
3036 Limassol, Cyprus
Tel: + 357 2502 2600
www.cnmarinas.com/limassol

LAT/LONG:

34°39'52"N/33°02'19"E

Berths over 100 feet: 35

Max. length: 377'

Port Adriano

Urbanización El Toro S/N
07189 Calviá
Balearics, Spain
Tel: +34 (0) 971 23 24 94
www.portadriano.com

LAT/LONG: 39°29.6'N/02°28.3'E

VHF: 9/16

Berths over 100 feet: 34

Max. length: 200'

Max. draft: No limit

Max. beam: 50'



MarinaPlace Restaurant at Marina Genova Aeroporto



Port Adriano



Newport Yacht Club & Marina

MARINA STATS

Marina Genova Aeroporto

Genoa, Italy

Tel: +39 10 6143420

www.marinagenova.it

LAT/LONG:

44°25.040'N/08°50.273'E

VHF: 71

Berths over 100 feet: 100

Max. length: 410'

Max. draft: 45'

Max. beam: 85'

Newport Yacht Club & Marina

500 Washington Boulevard

Jersey City, New Jersey 07310

Tel: (201) 626-5550

www.igy-newport.com

LAT/LONG:

40°43'32.04"N/74°02'4.33"W

VHF: 16/72

Berths over 100 feet: 18

Max. length: 150'

Max. draft: 8' 3"

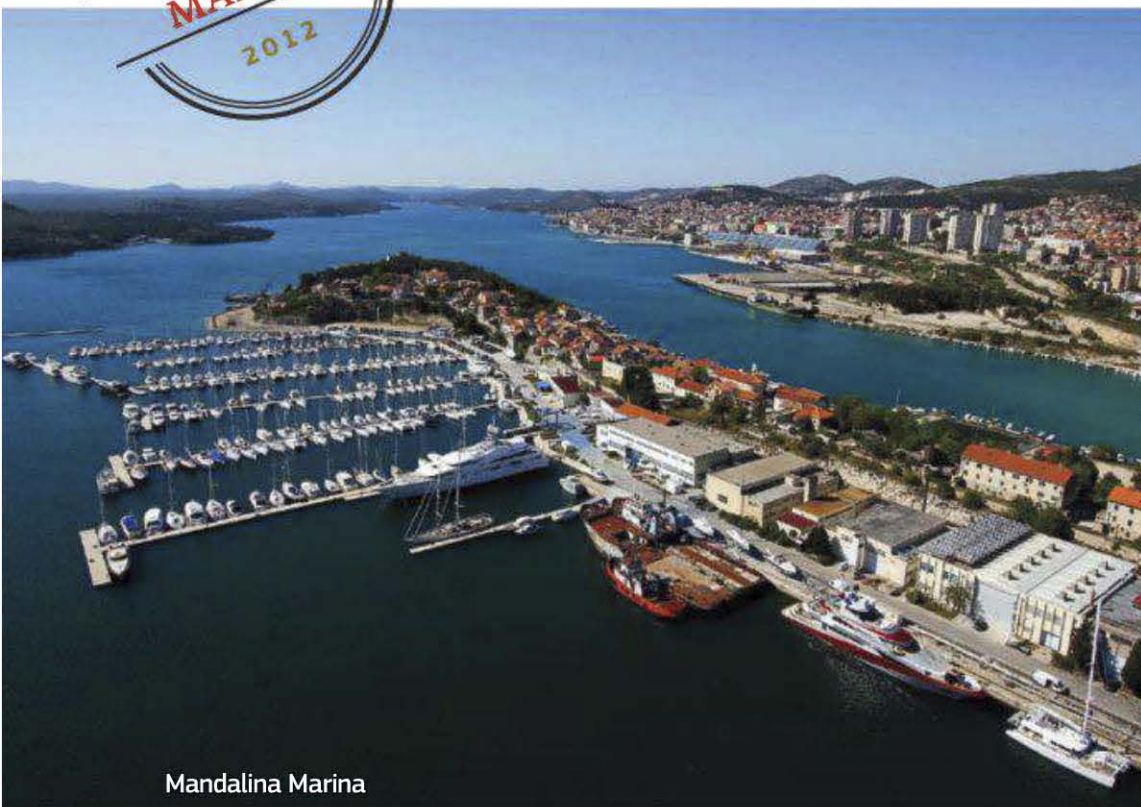
Max. beam: 21'

is 82 new moorings for yachts up to 200 feet in length, the enlargement of the repair and refit area and a new commercial area, covering 43,000 square feet, including restaurants, yacht charter and sales and sailing and diving schools. Shopaholics have plenty of choice, including contemporary prestige Indian fashion design from Piluca Osaba, luxury toys from McQueen or exclusive watches from Relojeria Alemana.

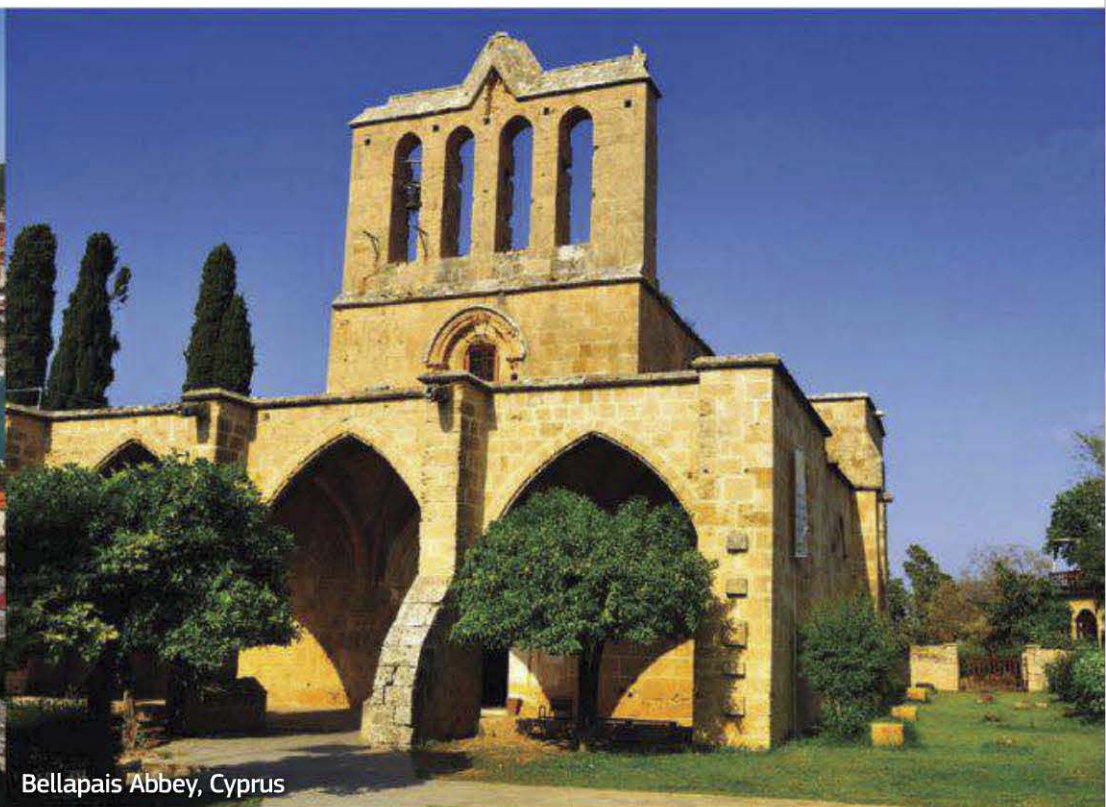
West of Genoa, Italy, **Marina Genova Aeroporto** certainly has set its sights on the luxury market, positioning itself as "a marina with white glove treatment." One hundred of the 500 berths are designed specifically for yachts over 100 feet and the resort within the marina adds to the attractions. It's also something of a gourmet paradise—pick your wine from a choice of 150 labels selected by Luca Gardini, Italy's new star

sommelier, top up your provisions from some of Europe's finest producers or dine in style at MarinaPlace Restaurant.

After a recent expansion, IGY's **Newport Yacht Club & Marina** in New York Harbor, opposite Manhattan's spectacular skyline, can provide up to 18 megayacht berths for yachts up to 150 feet in length. The marina lies only 10 minutes away from Manhattan using the adjacent PATH subway station, 13 minutes from Newark International Airport and is surrounded by an eclectic choice of restaurants, cafés and shops. Nearby, the Newport Centre mall covers 1.2 million square feet over three floors and includes department stores and more than 130 specialty stores as well as a 12-screen cinema. If that's not enough, then there's the Newport River Market on the Hudson River Waterfront offering 12 upscale eateries and around 50 outdoor boutiques.



Mandalina Marina



Bellapais Abbey, Cyprus

BACK TO NATURE

Nature lovers have plenty to look out for when sailing the oceans, but choose your marina wisely and you'll find plenty more natural wonders—from dramatic waterfalls to vast nature parks to the amazing spectacle of turtle hatching.

Karpaz Gate Marina in northern Cyprus has plenty to attract visitors with many more amenities to emerge from the upscale resort development. Following the soft opening in June 2011, the recently opened Hemingway's Restobar is already pulling in visitors with its mix of formal and casual dining and weekly barbecue and Latin nights. The

300-berth marina already has a 300-ton Travelift and mini market; soon to come are a beach club, commercial promenade, fuel station, fitness center and chandlery. Nature lovers, however, will be drawn to the soft sands of Cyprus, including the nearby Golden Beach on the Karpaz Peninsula, where endangered loggerhead and green turtles lay their eggs. Turtle hatching nights are arranged for visitors in the peak-hatching season of July and August.

It may take a 10-minute courtesy car or water taxi ride to get to Croatia's Šibenik's city center from **Mandalina Marina**, but it's well worth the short

MARINA STATS

Karpaz Gate Marina

Osman Pasa Caddesi 37A/2 D
1, Koskluciftlik
Lefkosa, TRNC
Tel: +90 (0) 392 229 2800
www.karpazbay.com

LAT/LONG: 35°33.5'N/34°13.6'E

VHF: 10/16

Berths over 100 feet: 13

Max. length: 180'

Max. draft: 18'

Max. beam: 33'

Mandalina Marina

Nautical Centre Prgin
Obala Jerka Sizgorica 1
22000 Šibenik, Croatia
Tel: +385 (0) 2231 2977
www.marina-mandalina.com

LAT/LONG: 43°43'N/15°54.3'E

VHF: 17

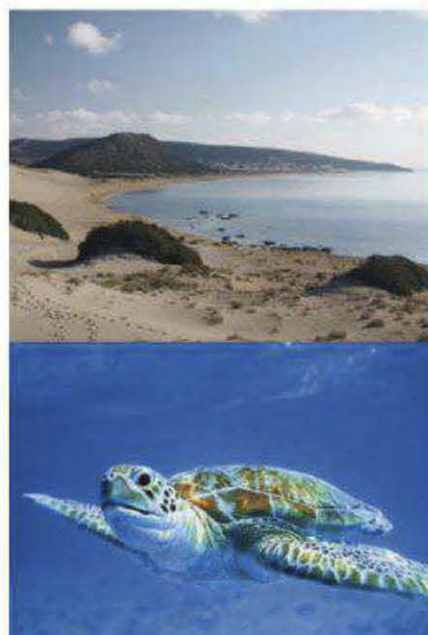
Berths over 100 feet: 20

Max. length: 295'

Max. draft: 33'

Max. beam: 49'

Karpaz Gate Marina





Coal Harbour Marina

MARINA STATS

Coal Harbour Marina

1525 Coal Harbour Quay
Vancouver, British Columbia
Canada V6G 3E7
Tel: (604) 681-2628
www.coalharbourmarina.com

LAT/LONG:

49°17.500'N/123°07.600'W

VHF: 66A

Berths over 100 feet: 17

Max. length: 330'

Max. draft: 16'

Max. beam: 32'

trip. Not only will you see a magnificent fortified medieval town, but you'll also get a chance to visit Šibenik's magnificent UNESCO-protected cathedral. A little farther afield are the delights of the Krka waterfalls. Šibenik remains one of Croatia's most unspoiled historic cities, and the nearby islands and beaches are some of Croatia's best-kept secrets. At the time of writing, the enlargement project to provide a dedicated superyacht marina alongside the existing marina and boatyard was close to completion and will accommodate yachts up to 460 feet in length.

Chances are if you are cruising near Vancouver you'll want to head a little farther north towards the stunning natural beauty of Alaska within the protected waters of Vancouver Sound.

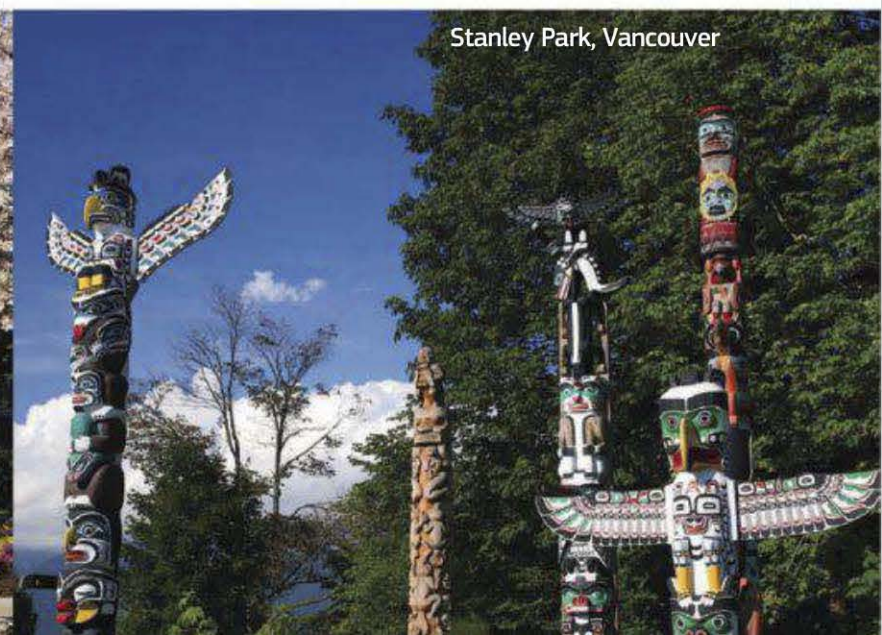
Coal Harbour Marina makes for a great Vancouver stop-off point, and nearby Stanley Park will give you a taste of the wilderness that existed before the city of Vancouver was carved out of the forest. Coal Harbour is located downtown with shops and restaurants in walking distance. In July and August the city plays host to an international musical fireworks competition—the Symphony of Fire. ■



Krka waterfalls, Croatia



Stanley Park, Vancouver



Stanley Park, Vancouver



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CRUISING IN ISTANBUL, THE CITY OF CONTRADICTIONS, GIVES YOU
A TASTE OF TURKISH DELIGHT. IT JUST MELTS IN YOUR MOUTH....

TEXT BY ESRA MAKARA

IT IS BLISS TO BE IN THE BOSPHORUS STRAIT ON A SUNNY DAY; it's a feast for the eyes. The tranquility of the calm waters makes a stark contrast with the noise and traffic of Istanbul's main streets. Actually, there is a lot of traffic in the strait itself, which would make the trip challenging if it weren't for the excellent know-how of the captain of the 123-foot motor yacht *Kıvrıcık*, my host.

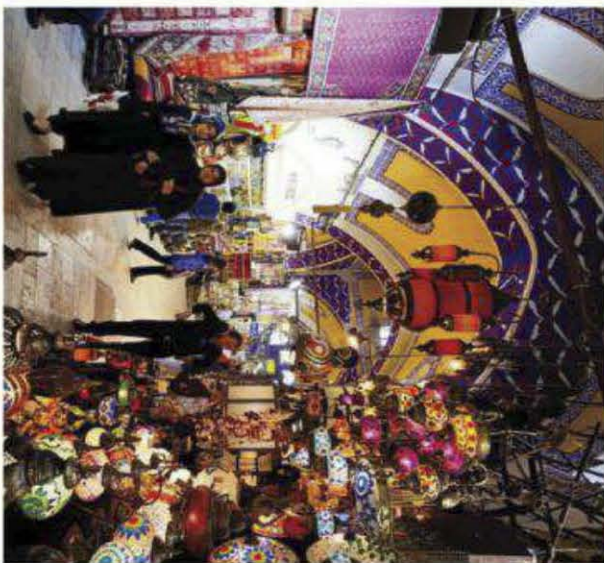
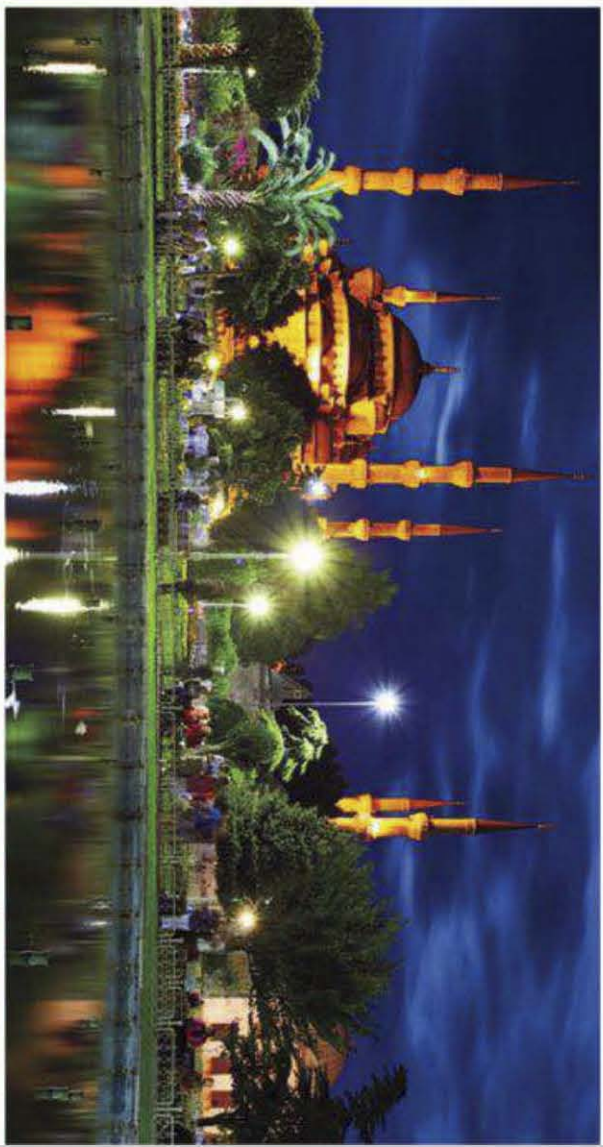
As he steers the boat with confidence, he explains, "Be aware, there are always strong currents in Bosphorus. It is always difficult to find a place for anchorage from the entrance of the Sea of Marmara till Kuruçeşme.... Apart from staying in a marina, the best place to anchor is in Beykoz offshore waters. In the case of staying anchored at night, captains should always take care of their yachts. This is the golden rule of sailing in Istanbul."

In many ways, Istanbul is a city like no other. Spanning two continents, Asia and Europe, it acts as a bridge between the Occident and the Orient, the deep-rooted traditions and the latest trends. Its location that made it the center of the Old World is also the main reason for its intricate history. Byzantines, Romans and Ottomans all left their traces, providing the plurality of impressive architectural monuments visible from the sea. Palaces, mosques,

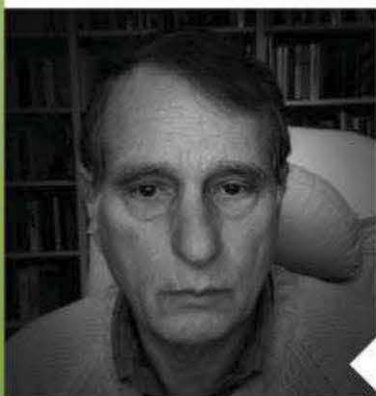




this page
Straddling two continents, divided by the waters of the Bosphorus, Istanbul is the former capital of the Roman, Byzantine and Ottoman empires. In this city that exudes history at every turn, not-to-miss sites include the enchanting Blue Mosque (top right), the Hagia Sophia (bottom left), the Basilica Cistern (center left), which is said to be one of the most romantic spots in the city, and the Spice Market and Grand Bazaar (center right), where you can haggle for souvenirs and drink aromatic Turkish coffee and tea.

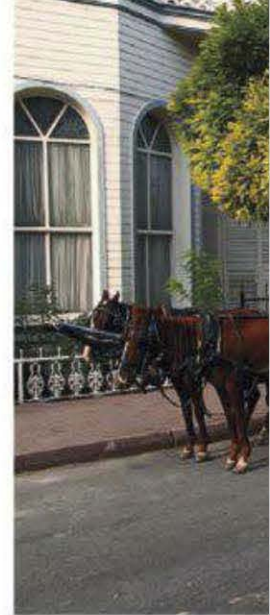


PHOTOS BY GOTOTURKEY.CO.UK (MAIN, TOP); ESRA MAKARA (BOTTOM CENTER); ISTOCK.COM/KORHAN HASIM ISIK (BOTTOM LEFT); ISTOCK.COM/NIKO GUIDO (CENTER); SHUTTERSTOCK.COM/TOMAS SEREDA (RIGHT TOP); ISTOCK.COM/LUCIANO MORTULA (RIGHT PAGE: CENTER RIGHT); ISTOCK.COM/HOLGER METTE (RIGHT PAGE: CENTER LEFT); ISTOCK.COM/NIKADA (BOTTOM RIGHT)



"Istanbul is one of the most amazing cities in the world. One has to leave the boat and visit the city. If you want to see the Historical Peninsula, I can suggest you to stay in Ataköy Marina. When I cruised there, the transit of Bosphorus captured me. It was such an interesting and breathtaking experience because of the heavy traffic and the waves. Nevertheless, my trip was fantastic. Sailing between two continents was very exciting."

– VASILIS RIGINOS, OWNER OF THE SAILING YACHT *THETIS*



the Galata and the Maiden's Tower, the Anadolu Kavağı castle, the Rumeli Fortress and the waterfront houses (*yali*) of rich Ottomans of the past combine with the fully bloomed Judas trees dotting the surrounding hills and the twittering flocks of seagulls to make one of the most scenic settings in the world.

There is no reason to plan your sailing route around Bosphorus. The wind always changes and surprises you anyway, so it is best to just go with the flow—literally—allowing yourself to absorb the beauty of the scenery, perhaps combined with delicacies from the local cuisine. Like the ancient Sirens, the city seems to challenge you to experience its mysterious beauty from the land. As we approach Kalamış Marina for the afternoon, I remember the words of Fatih Sultan Mehmet, "Either I conquer Istanbul or Istanbul conquers me."

Unlike many yachting destinations, Istanbul is not an isolated place where one goes to escape from the world. Instead, it is all about getting the royal treatment and a serious ego pampering. Everyone calls you *efendi* (gentleman) for one. *Evet hanımefendi* (yes, lady), says my driver as I ask to be taken to Çemberlitaş to experience a Turkish bath. Relaxing on the heated stone table while the attendant massages and exfoliates your skin is not just a great way to release the tension of a busy day, but also better prepares

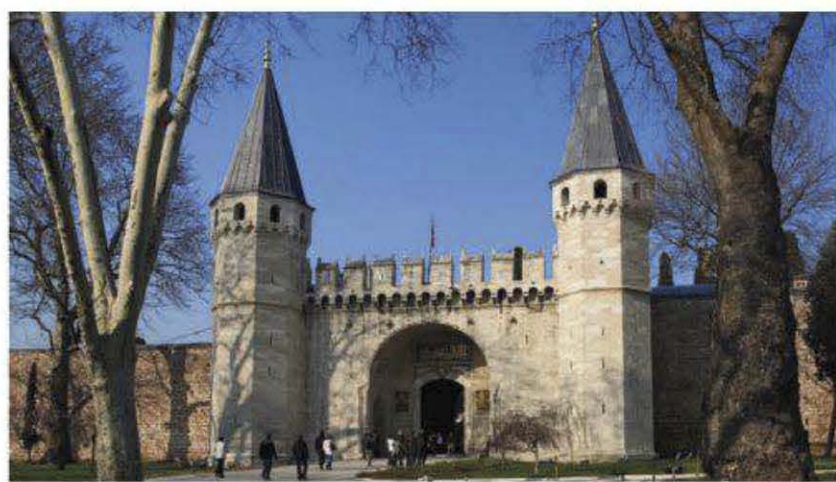
you for the sun and makes your tan last longer. Next stop, Çırağan Palace for the night, also the site of the upcoming World Superyacht Awards. For fans of luxury and comfort it is really hard to resist a taste of a Sultan's life, even for just one night.

The sound of simultaneous *azans* (Muslim calls for prayer) from several minarets makes for a strange but enchanting way to wake up. After a few times you get used to the mysterious melody, which conveys a stillness that is hard to describe. After arming myself with the necessary dose of Turkish tea in one of the hotel's terraces, I head for the marina again, this time for a short cruise to Princes' Islands.

If there were just one piece of advice I could give for cruising in Bosphorus, particularly towards the islands, it definitely would be to buy some *simit* to feed the flocks of seagulls flittering and twittering cacophonously above your head during the trip. It is really hard to convey the energy and excitement they channel as they perform dangerous aerobatics to catch their bite mid air. In fact, this activity was so engaging that it seemed like it was only a minute until the yacht arrived at Büyükkada (also known as Prinkipos), our main destination for the day.

As the captain explains, "It is always best to anchor off around thirty-two to thirty-six meters from the island, on the southern part," since the island is so popular that it becomes difficult to find a good place to anchor otherwise. Princes' Islands (or Red Islands) is a chain of nine islands in the calm Sea of Marmara. The absence of cars, the plentiful trees and flowers and the architectural charm of the wooden mansions and churches make these islands the most popular destination for locals wanting to escape the noise and stress of day-to-day life in Istanbul.

Büyükkada (meaning "big island") is, as its name suggests, the biggest and most popular of the Princes' Islands with a total area of two square miles. In contrast to Istanbul, life here is very laid-back. After a walk to Saat Meydanı, the main square with the beautiful clock tower, I choose a nostalgic tour on a horse-drawn carriage (*phaeton*), feeling as if I'm about to step into one of the old Greek and Turkish romantic films shot on this island. The carriage takes me all the way up to a reserve called Luna Park (Lunapark Gazinosu). From there, I slowly start climbing the steep, cobbled path up the hill to the Church of St. George on the top. I should note that for the faint of heart or exercise challenged there is also the option of hiring a donkey to do the climbing for you. About one hour later, having stopped numerous times on the roadside benches to rest and take in the sun and the view, I'm enjoying my Turkish coffee in the small cafe next to the church. The view from here has a distinctly calming effect. The almost





these pages

A short cruise from Istanbul, the Princes' Islands offer a change of pace from the bustle of the city, with only horse-drawn carts for transportation (left). The Topkapi Palace (opposite page top), a former residence of Ottoman sultans, houses wonders such as the fifth largest diamond in the world, as well as religious relics like the Footprint of Prophet Mohammed and the Saucepan of Abraham.

Istanbul In Four Days

Guests attending the World Superyacht Awards gala evening on May 5, 2012, are invited to participate in a cultural program that explores the highlights of Istanbul, organized by Boat International Media along with local partners and sponsors.

FRIDAY, MAY 4

Morning: Rahmi M. Koç Museum, the first major museum in Turkey dedicated to the history of transport, industry and communications. The collection spans thousands of items from gramophone needles to vintage yachts and submarines.

Afternoon: Topkapi Palace, once the residence of Ottoman sultans, is now a museum exhibiting imperial treasury, sacred relics of the Prophet Mohammed, Chinese porcelain, weapons, calligraphy and more

SATURDAY, MAY 5

Morning: Hagia Sophia, considered the epitome of Byzantine architecture; this 6th century basilica has served as an Eastern Orthodox cathedral, a Catholic church and an imperial mosque. It is currently a museum. And the Sultan Ahmed Mosque, popularly known as the Blue Mosque, built in the 17th century and unique for its six minarets and blue Iznik tiles

Shipyard tours of Proteksan-Turquoise, RMK Marine and Perini Navi, by invitation only

Evening: World Superyacht Awards 2012 Gala Evening at the Çırağan Palace Kempinski

SUNDAY, MAY 6

Morning: Dolmabahçe Palace, formerly the main administrative center of the Ottoman Empire; its 285 rooms feature a great collection of European antiquities.

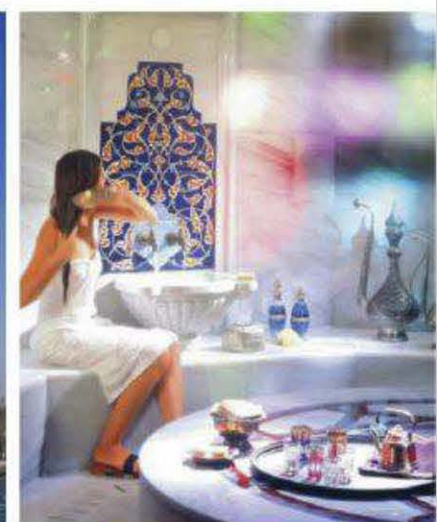
Afternoon: Bosphorus cruise on a luxury yacht

MONDAY, MAY 7

Morning: Shopping and exploring the Grand Bazaar, the biggest *souk* in the world, featuring antiques, jewelry, gold, carpets, leather and souvenirs.

Afternoon: Turkish bath at Hurrem Sultan Hamam

For further information on the cultural program, please contact Rachel Alcock, rachel.alcock@boatinternationalmedia.com



still waters, the seagulls, even the monuments of Istanbul in the horizon all seem to be relaxed and in perfect visual harmony.

Back in Istanbul, what better way to complete the day than a walk in the historical peninsula of Sultanahmet. The great Hagia Sophia (Church of Divine Wisdom) and the six minarets of the Blue Mosque face each other as a reflection of the turbulent times of the past. After a short visit to the underground Basilica Cistern and its Medusa column, I head to Topkapı Palace for a look at the famous pear-shaped Spoonmaker's diamond, shining in all its glory—and 86 carats. After all, diamonds are a girl's best friend!

Diamonds also have that way of whetting the appetite for shopping and luckily the Grand Bazaar is very close by. As one of the world's oldest and largest covered markets with 60 covered streets and more than 5,000 shops, it is a must for every serious shopper. Experienced people even hire personal shopping assistants to ensure getting great goods for equally great prices. In all cases, be prepared to bargain down prices since most things are overpriced by default. Spice Bazaar, located a little farther in Eminönü, is also worth visiting even just for the spice and herb aromas and

fact file

AIRPORTS: Alstanbul Atatürk (European side) and Sabiha Gökçen (Asian side)

POPULATION: 13.6 million

LANGUAGE: Turkish, though most locals speak English well enough

TIME ZONE: GMT +2

CURRENCY: Turkish lira

WHEN TO GO: The months of May, June, July, August and September are considered the best time to visit Istanbul. In May the city is covered with colorful tulips.

ENTRY REQUIREMENTS: U.S. citizens need to carry a passport and visa with them. A 90-day sticker visa can be acquired at the port of entry.

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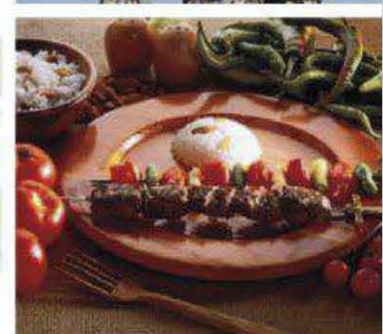
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For nightlife, Beyoğlu (which has been referred to as “Little Europe” in the past) and especially Istiklal Avenue are the places to see and be seen. Istanbul’s recent economic growth has had an enormous positive effect on the vitality, energy and variety of its nightlife. Pretty much anything goes, from the traditional meyhanes in Çiçek Pasajı, where locals gather for *raki* and *mezes* (starters) or kebab, to western-style bars and cafes and all the way to rave and techno nightclubs. The restaurant at the Galata Tower, offering an impressive view, candlelit dinners and traditional dance shows, is another interesting option to try.

For those interested in continuing their cruise to the south, Mehmet Karabeyoğlu, a yacht owner and co-owner of the Protek-san-Turquoise shipyard, provides a sample itinerary:

“I’ve cruised in and around Istanbul many times with my thirty-

two-meter [105-foot] yacht. The best time to leave Istanbul is at night, say around ten to eleven p.m. With twelve miles per hour speed it is easy to reach the Dardanelles around sunrise. Stay in the area of Gallipoli for a day and enjoy the sites of Troy. Next stop should be Bozcaada (Tenedos). By all means don’t miss Babakale, a great place to explore and have lunch and then visit the village of Assos. Go for a swim at Bademli to enjoy the crystal-clear waters. Finally, go to Ayvalık, cruise a little on the northern parts of Mytilini in Greece and have lunch in the west part of Chios, since the restaurants there are good. And, of course, your last stop should be Çeşme.”

If cruising Turkey leaves you longing for more Eastern Mediterranean adventures, All4Yachting charter company from Greece recommends a visit to the Sporades, where the extreme beauty, pine forests and more than 100 exotic beaches will allow you to forget all about civilization and cosmopolitan life once more. ■



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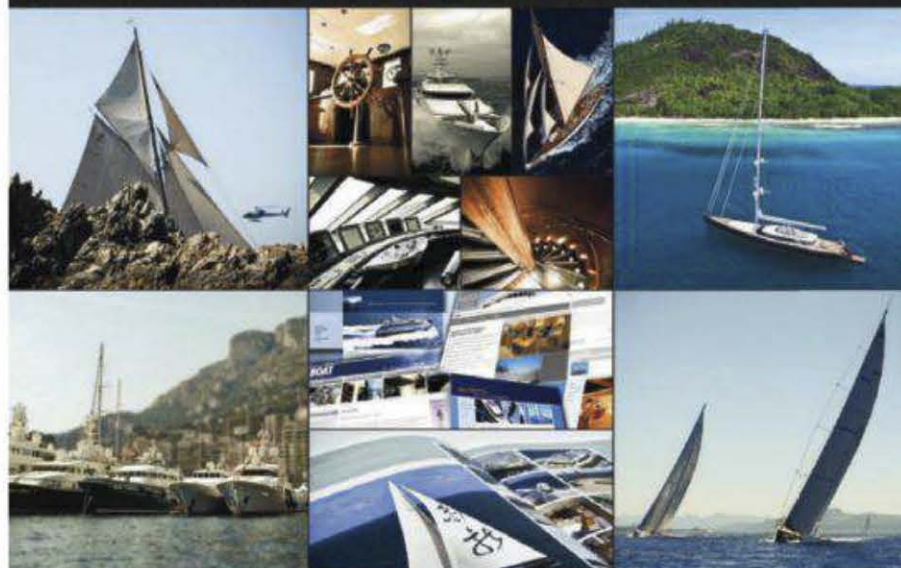
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APRIL

2-7

Les Voiles de Saint Barth

St. Barths, F.W.I.

7-15

America's Cup World Series

Naples, Italy

12-15

Antibes Yacht Show

Antibes, France

19-22

China International Boat Show

Shanghai, China

19-24

Antigua Classic Yacht Regatta

Antigua, W.I.

MAY

5

World Superyacht Awards

Istanbul, Turkey

12-20

America's Cup World Series

Venice, Italy

16-27

Cannes Film Festival

Cannes, France

24-27

Sanctuary Cove International

Boat Show

Sanctuary Cove, Queensland, Australia

24-27

Monaco Grand Prix

Monte-Carlo, Monaco

JUNE

4-9

Loro Piana Superyacht Regatta

Porto Cervo, Sardinia, Italy

21-24

The Rendezvous in Monaco

Monte-Carlo, Monaco



EVENT RECAP

CAVALLINO YACHT HOP
WEST PALM BEACH,
FLORIDA
PAGE 106

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ShowBoats Design Awards

Monte-Carlo, Monaco

6/23-7/1

America's Cup World Series

Newport, Rhode Island

JULY

2-7

Pendennis Cup

Falmouth, U.K.

8-14

Rolex Ilhabela Sailing Week

Ilhabela, São Paulo, Brazil

9 EDITORS' PICK

IYRS Summer Gala

Newport, Rhode Island

7/27-8/12

2012 Olympic Games

London, U.K.

AUGUST

17-25

Audi Hamilton Island Race Week

Hamilton Island, Australia

24-26

Newport Bucket

Newport, Rhode Island

SEPTEMBER

2-8

Maxi Yacht Rolex Cup

Porto Cervo, Sardinia

19-22

Monaco Yacht Show

Monte-Carlo, Monaco

21

The Superyachts Launch Party

Monte-Carlo, Monaco

9/29-10/7

Les Voiles de Saint-Tropez

St. Tropez, France

EVENT NEWS

Loro Piana Becomes Title Sponsor for the Caribbean Superyacht Regatta & Rendezvous

Following the successful partnership between Yacht Club Costa Smeralda, Boat International Media and Loro Piana for the annual Loro Piana Superyacht Regatta held in Sardinia in June, the three also will be joining forces for the Caribbean Superyacht Regatta & Rendezvous taking place March 14-17. Loro Piana now will be the title sponsor of this premier Caribbean yachting event.

This will be the first international event to make use of the newly completed YCCS Virgin Gorda clubhouse—a perfect entertainment venue set in the idyllic British Virgin Islands, which offer some of the best sailing in the Caribbean.

Now in its second year, and benefitting from the new facilities, the event has been taken to new heights with a glamorous social program that ensures guests will be highly entertained both on and off the water. Each day, guests will take to the water to race or enjoy the spectacle of the racing fleet and take in the scenery of the stunning archipelago. Motor and sailing yacht owners together with their families and guests will participate in fun activities, parties and dinners including a cruise-in-company to Peter Island where they will be treated to a clifftop villa lunch by B.V.I. Tourism, an exclusive Louis XIII tasting experience, a sumptuous dinner at YCCS Virgin Gorda courtesy of Loro Piana, a pirate treasure hunt around North Sound and a Mount Gay cocktail competition.

For more information, visit www.superyachtregattaandrendezvous.com.



MARK YOUR CALENDAR

LORO PIANA CARIBBEAN
SUPERYACHT REGATTA &
RENDEZVOUS
March 14-17, 2012

WORLD SUPERYACHT
AWARDS
May 5, 2012

THE RENDEZVOUS IN
MONACO
June 21-24, 2012

SHOWBOATS DESIGN
AWARDS
June 22, 2012

SHOWBOATS INTL. BOYS &
GIRLS CLUBS RENDEZVOUS
November 8-10, 2012

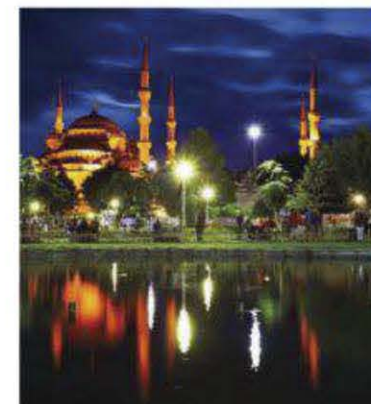
EXPLORE ISTANBUL AND ITS LOCAL SHIPYARDS DURING THE WORLD SUPERYACHT AWARDS

There are now only a limited number of tables available for superyacht owners and finalists who have still to confirm their attendance at the World Superyacht Awards gala evening taking place in Istanbul, Turkey, on May 5, 2012.

Many yacht owners and the world's leading shipyards have already booked their tables at this glittering event, considered the most significant prize giving in the industry. The gala evening at the exquisite

Çırağan Palace Kempinski will be complemented by a three-day cultural program, allowing guests to explore all that the historic city of Istanbul has to offer. Superyacht owners also will have the opportunity to visit the local shipyards of the event's sponsors: RMK Marine, Proteksan-Turquoise and Perini Navi.

For more details about the cultural program see page 99. For further information and to apply for a table, visit www.worldsuperyachtawards.com.



SHOWBOATS INTERNATIONAL BOYS & GIRLS CLUBS RENDEZVOUS TO CELEBRATE ITS 25TH ANNIVERSARY IN THE BAHAMAS



For the first time in its 25-year history, the ShowBoats International Boys & Girls Clubs Rendezvous will be held at the Atlantis, Paradise Island resort in The Bahamas. Taking place November 8-10, 2012, this largest gathering of megayachts for charity makes the move to celebrate its milestone anniversary. In crossing the Gulf Stream, the Rendezvous returns to its roots: it was first held at Cat Cay in The Bahamas in 1988. The Rendezvous then spent 18 years at Fisher Island in Miami and for

the last three years was held in Palm Beach, Florida.

"We're excited about the partnership with Atlantis," says event founder Rick Case. "Although the schedule will stay the same, the additional options are endless, from spa retreats to gambling, shopping and more. This will truly be an incredible celebration—the biggest and best Rendezvous yet and a memorable weekend for all those who attend."

The weekend's event schedule will include staples such as the

Dine Around the Docks Yacht Hop, Friday night's famed theme party (this year's theme is the 1960s, featuring a Beatles and Beach Boys tribute band) and a black-tie gala dinner on Saturday with a performance from a top-tier act. The ShowBoats International Rendezvous benefits the Boys & Girls Clubs of Broward County. The event has raised more than \$30 million to date for the 12,000 at-risk youth it serves. For more information, visit www.yachtrendezvous.com.

NEW LAUNCHES TO ATTEND THE RENDEZVOUS IN MONACO

The Rendezvous in Monaco returns to the posh principality this coming June, bringing four days of yachting fun to superyacht owners in Europe's most glamorous yachting destination.

Owners and charterers cruising in the Mediterranean this summer are invited to participate in this very special event, a fixture on the yachting social calendar. With participation limited to 25 superyachts and early interest from new launches including Heesen's 164-foot *Satori*, Hakvoort's 128-foot *Snowbird* and Trinity's 164-foot *Norwegian Queen*, prompt registration is encouraged to secure a place in the lineup.

An exciting social program features activities to suit

all tastes on both land and sea. These include a welcome cocktail and yacht hop, chef and cocktail competitions, lingering Mediterranean lunches, two spectacular cruises to Saint-Jean-Cap-Ferrat and Cap d'Antibes, the legendary Diamonds & White Party and the highly anticipated ShowBoats Design Awards gala evening, its move from Florida to Monaco marking a return to the original location of the ShowBoats Awards. The venue this year will be the Monaco opera house.

The Rendezvous welcomes sail and motor yachts of 98 feet and above. For further information, visit www.superyachtrendezvous.com and www.showboatsdesignawards.com.



For further event information, contact Alexis Davis at +44 (0) 20 8545 9334, alexis.davis@boatinternationalmedia.com, or Holly Lunn at +44 (0) 20 8545 9336, holly.lunn@boatinternationalmedia.com.



A Perfect Pairing

Cavallino Classic XXI, January 17-22, 2012

TEXT BY DANIELLE ARAGON CABRERA PHOTOGRAPHY BY GINNY DIXON

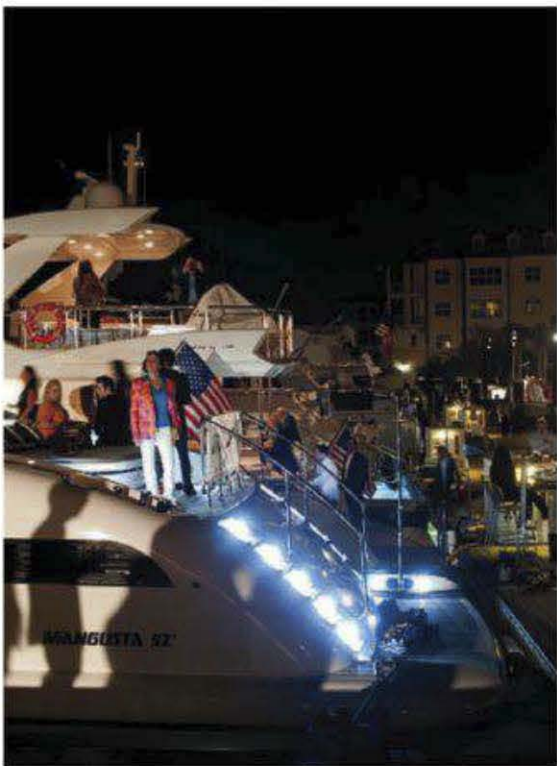
KENNETH GRAHAME WROTE IN *The Wind in the Willows*, "There is nothing—absolutely nothing—half so much worth doing as simply messing about in boats." We all know the truth in those words, but if the ShowBoats Cavallino Yacht Hop is any indication, cars should also be added to that.

Four hundred Ferraris and their owners convened in Palm Beach, Florida, in January for six days of all things Ferrari during the XXI Cavallino Classic, which included two days of track meets at the Palm Beach International Raceway; a car tour of Palm Beach, which stopped at some of Palm Beach's historic landmarks such as the Mar-a-Lago Club, Ocean Ridge and the Chesterfield Hotel; the Concorso d'Eleganza on the front lawn of The Breakers Hotel; and the ShowBoats Cavallino Yacht Hop, which brought car

and yacht enthusiasts together for one night of yacht and Ferrari viewing, music and dining at Rybovich Marina.

One of the most well-attended evenings of the Cavallino Classic, the ShowBoats Yacht Hop gave *ShowBoats International* magazine's guests and Cavallino Classic attendees the opportunity to get up close to more than 70 Ferraris and tour nine yachts as well as visit a mobile showroom by firearms maker Beretta. Other sponsors included Westport, Pioneer Linens, Northrop & Johnson, MarineMax, Platinum Luxury Auctions, Bacardi and luxe realtor Marilyn Hoffman.

Yacht hop attendees had their say in choosing two awards this year, the People's Choice Ferrari and—a new addition to the program this year—the People's Choice yacht. A 1953 375 MM Spyder owned by Andreas Mohringer was voted the favorite Ferrari. Mohringer—who accepted his Show-

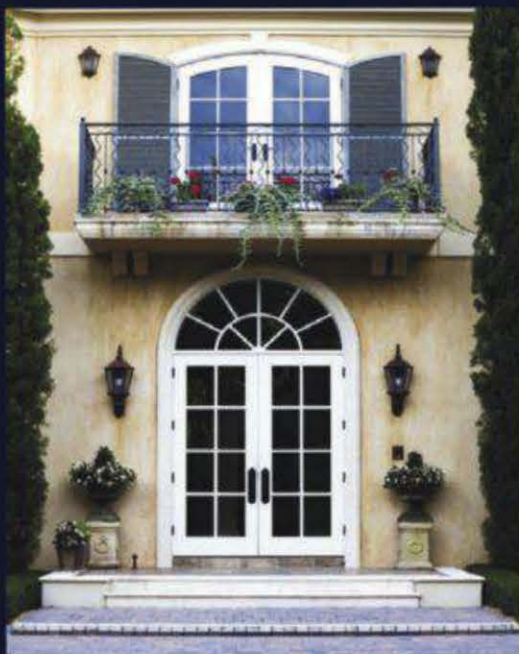


clockwise from top left
Car and yacht enthusiasts mingle by the fire pit at Rybovich Marina; Andreas Mohringer receives the ShowBoats Cup from Editor Kate Lardy; the 130-foot Westport *Mustang Sally*; the winning 1953 375 MM Spyder; guests hop from yacht to yacht; Captain Scott Campbell from *Kingfisher* accepts the People's Choice award for most deserving yacht; guests were treated to tastings aboard the yachts.

Boats Cup from the aft deck of the aptly named Westport *Mustang Sally*—and his Spyder came all the way from Austria to attend this year's Cavallino Classic and was overjoyed to receive top honors for his classic beauty. The favorite yacht was *Kingfisher*, a 142-foot, 1987-built Feadship presented by Northrop & Johnson.

John W. Barnes, Jr., publisher of *Cavallino* magazine, summed up the event, "It had all the makings of a perfect evening: ideal temperate weather, a glorious sunset leading into a starry night, a new refined area of the Rybovich Marina, a large and diverse array of boats of all sizes and interest—each softly lit up to welcome guests on board—and, arranged along the docks, a selection of the finest Ferraris from all eras. Add in excellent food and drink, and there was no place else to be that night for the thousand fortunate attendees." ■

PARTICIPATING YACHTS			
YACHT NAME	PRESENTED BY	BUILDER	LOA
<i>Kingfisher</i>	Northrop & Johnson	Feadship	142'
<i>So Taj</i>	Northrop & Johnson	Abeking & Rasmussen	137'
<i>Mustang Sally</i>	Westport	Westport	130'
<i>Ar De</i>	Northrop & Johnson	Burger	100'
<i>Mangusta 92</i>	MarineMax Yachts	Overmarine - Mangusta	92'
<i>Domino</i>	Ferretti	Riva Yachts	86'
<i>Azimut 78</i>	MarineMax Yachts	Azimut Yachts	78'
<i>Unbroken</i>	Hinckley Yachts	Hinckley Yachts	55' 3"
<i>Zeelander</i>	MarineMax Yachts	Zeelander	44'



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who's on FIRST?

THE VALUE AN EXPERIENCED PROJECT MANAGER BRINGS TO AN OWNER

TEXT BY **REBECCA CAHILLY**

WHETHER TO INCLUDE A PROJECT MANAGER on your team when building or refitting a yacht is not a question; it is an imperative. Even the most experienced owners, building at the most reputable of yards, surround themselves with experts to ensure the project is completed on time, on budget and meets all of the specifications of the contract.

Yet, many first-time yacht owners enter the process with relatively few experts advising them or, worse, are led by unqualified, inexperienced advice. Unfortunately, these owners are generally the first to put their boats on the market and head for the hills, leaving their dreams of sailing off into the sunset on shore.

"If you were to build a house, you would hire a general contractor," says Danielle J. Grucci Butler, a shareholder and maritime lawyer with Fowler White Burnett. "When you try to act as the general contractor yourself, the next thing you know you're off schedule or off budget."

Unlike a house, where you can usually pop over to check on the progress, your yacht project is likely to be hundreds if not thousands of miles away, which further complicates the process. Most yards will appoint their own project manager to a new build or refit, but it is still recommended that the client appoint a client project manager (CPM) who acts solely on his or her behalf.

"An experienced CPM can identify in advance any issues that might complicate a

project and guides his client in the best possible way to avoid difficulties," says Mario Pedol of Nauta Yachts, a design and brokerage house that also specializes in project management. In today's tenuous economic times, and when working with a less-established yard, for example, this is especially important.

Michael Koppstein of custom builder Royal Huisman agrees. "Our clients are generally too busy to allocate time to the project between meetings. The CPMs are the client's eyes on the ground. Whilst we can build without a CPM, we prefer one to be appointed. They generally have a wealth of experience and, as accessible and empowered decision-makers, they are invaluable to help maintain production schedules."

Even production builders who operate with aerospace industry precision encourage the use of CPMs. "We see [client] project managers come in on our 50-meter [164-foot] builds," says Phil Purcell, vice president of Westport Yachts. "Most are also captains. [Being production builders,] we don't change what we do, but [with the 50-meter series] there is more involvement required of the owner.

In our case, a CPM keeps the owner on track and has been very beneficial; it helps the process remain efficient."

Business acumen, commercial understanding, the ability to negotiate, plus a policy of détente when stress levels rise, are all attributes a project manager should possess.

"New construction and conversions involve a raft of complex decisions being made at all levels—technical, legal, commercial and financial—as well as such issues as specification compliance, contractual performance, equipment choice, regulatory and class issues," says Dean Smith of Royal Oceanic Superyachts, a company specializing in a variety of superyacht

management services. "All of these can have a significant impact on the construction price, build period, operation and future value of the yacht." A good project manager also can vet potential yards to assess their capability for handling the project and advise the owner on the potential price/risk ratio.

"WHAT'S ON SECOND?"

The ideal owner's team can include a variety of talent but most often consists of an owner's representative, client project manager, yacht captain, broker, legal expert, supervising surveyor and even a chief engineer or engineering team. While the people assigned to these roles may cross over in their duties depending on their strengths, i.e. the yacht captain who sometimes acts as the project manager, the most important consideration is to assemble a team that will lend invaluable expertise to all facets of your project.

"A team that works well together with clearly defined objectives and responsibilities is best," says Dan Jackson, a project manager who has been involved in a variety of new builds, notably the J-Class replica *Ranger*. He advises that each individual's responsibilities be clearly defined before the start of the project. "Dealing with all of the participants involved in a build can be a challenge, but with good communication, clear specification and a modicum of patience, it becomes much easier."

To ensure your maximum protection, a project manager should be brought in at the very genesis of the project, says Peter Wilson of MCM (Marine Construction Management) Newport, an established owner's representative and yacht management firm. "Commercial and contractual arrangements established at the beginning of the project will dictate what happens throughout the duration of the build. If not structured correctly and providing the owner with sufficient protection and latitude, the project may suffer," says Wilson.

"YA GOTTA PITCHER ON THIS TEAM?"

When interviewing candidates for the project manager role, owners should look for a well-rounded background, someone who has been to sea, has boatbuilding or shipbuilding experience and has some business background, says Wilson. While experience in engineering and naval architecture is useful, these disciplines are generally well covered at the good shipyards.

"A project manager is hired for his experience and knowledge of yacht construction and matters maritime," says Wilson. "Business acumen, commercial understanding, the ability to negotiate, plus a policy of détente with the various parties when stress levels rise are all attributes that he should possess, as they will surely be called upon along the way.

"The project manager also should have the ability to 'speak the same language' as the owner's attorneys, and the ability to recognize what's not in the contract documents, as well as what is," says Wilson.

"I have seen very successful individuals—people who possess the skills, fortitude and intelligence to build enormous companies from the ground up—become buried in a boatbuilding project."

Even if an owner brings a project manager in at a later stage in the process, the CPM can help to get a project back on track. At this stage, Wilson advises that there may be some fine-tuning of the team necessary to ensure the core competencies are covered. "The next step would be to meet with the team leaders and work on establishing a realistic timeline and budget that everybody not only buys into but

takes ownership of," says Wilson.

When selecting your project manager, remember also that this is someone with whom you will be working on a regular basis. A deep sense of trust is necessary, explains Wilson, as the project manager is the owner's advocate and his mouthpiece. This ensures that all parties involved know that any directives issued by the project manager will be endorsed by the owner.

"THIRD BASE!"

"I see the project manager as a facilitator," says Jackson. "Yes, he has a responsibility to the owner to ensure he gets what he contracted for, but at the same time he also has to work with all parties to ensure that the flow of information is maintained and is as accurate as possible. He also ensures that the shipyard receives timely responses from the owner, interior designer and owner's sub-contractors."

"At the end of the day, we are all on the same team," says Wilson, "with the objective of creating the best yacht possible for our client that is on time, on budget and that meets or exceeds their expectations. To achieve this, open, honest and frequent communication among the groups is fundamentally important."

So, what's it going to be? Hire an owner's representative or go it on your own? There is an interesting dichotomy between the groups on each side of this question, says *ShowBoats* contributing editor Mark Masciarotte, whose consultancy, DSG Associates, has represented owners on projects in many shipyards over the last 25 years.

"Quite often," he explains, "clients who are becoming involved in their first new-build project do not see the value in hiring a qualified representative. But that changes after—and, sometimes, during—the project's life, especially if something has gone awry."

Masciarotte notes that Danielle Butler's analogy to a general contractor is right on point, adding, "Over the years, I have seen very successful individuals—people who possess the skills, fortitude and intelligence to build enormous companies from the ground up—become buried in a boatbuilding project. There have been a number of reasons, but if they had remembered these two simple corollaries before proceeding, they likely would have fared better:

"First, being successful and smart and knowing about boats is not enough.

"Second, in almost any new construction project, there is generally just one maritime professional in the client/builder relationship, and it's not the client." ■

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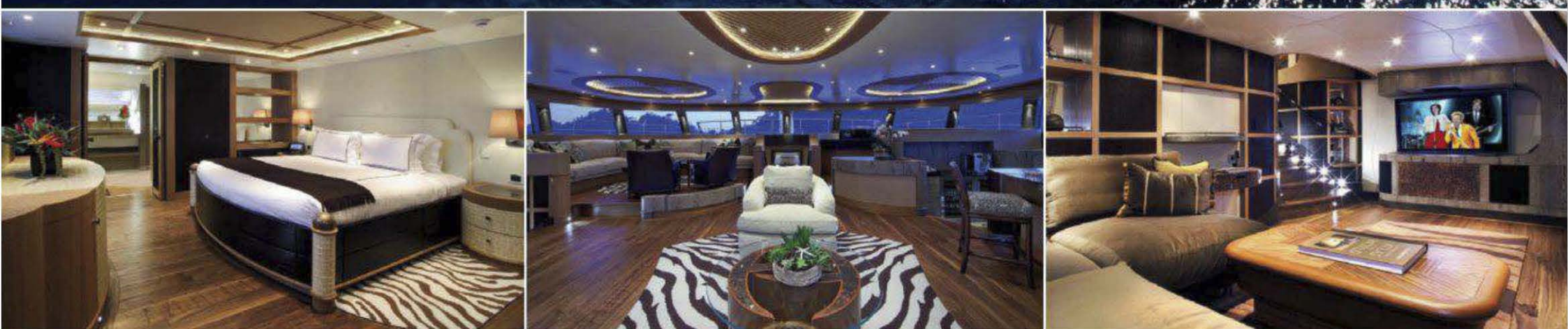
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LYANA | 197-FOOT

New on the charter market, *Lyana's* spacious layout, beautiful décor and wide range of entertainment and watersports amenities promise to establish her as one of the most sought after charter yachts. She features all the latest toys, including a Jetlev-Flyer, Seabobs, Segways and an inflatable swimming pool. Launched in May 2011, *Lyana* boasts accommodations for 12 guests in six staterooms: three doubles, two twins and a convertible cabin. The full-beam master suite, located on the main deck forward, has walk-in closets and his-and-hers baths. An eight-person Jacuzzi and gym is found on the sun deck, which also can be converted into a disco with a professional sound and lighting system.

LOA: 196' 10" (60M)
BUILDER/YEAR: BENETTI/2011
GUESTS/CREW: 12/15
LOCATION: WESTERN
 MEDITERRANEAN (SUMMER),
 CARIBBEAN (WINTER)
RATES: FROM \$440,000 HIGH
 SEASON/\$420,000 LOW
 SEASON

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PRANA (EX- KONKORDIA, EX-KOKOMO)

Fresh from a refit, the 170-foot *Prana* offers performance within a thoroughly seaworthy and comfortable large sailing yacht. The flybridge design has been streamlined and styled to give a classically modern appearance. The interior layout has an owners' suite aft and four guest cabins.



LOA: 169' 7" (51.7M)
BUILDER/YEAR: ALLOY YACHTS/2006
REFIT: 2012
GUESTS/CREW: 12/9
LOCATION: WESTERN MEDITERRANEAN (SUMMER), CARIBBEAN (WINTER)
RATES: €185,000 SUMMER/€175,000 WINTER PER WEEK, PLUS EXPENSES

Fraser Yachts, Monaco
 Bertrand Mattei
 Email: bertrand.mattei@fraseryachts.com
www.fraseryachts.com

LIBERTY

Launched in May 2011, *Liberty* will make her charter debut in the Mediterranean this summer. Fully stabilized, she offers comfort at sea and is fuel efficient yet can move along at a good pace in excess of 15 knots. The interior décor is contemporary and comfortable. The luxurious staterooms each reflect a different theme inspired by sea creatures.



LOA: 164' (50M)
BUILDER/YEAR: ISA/2011
GUESTS/CREW: 12/10
LOCATION: MEDITERRANEAN (SUMMER)
RATES: FROM €235,000 PER WEEK, PLUS EXPENSES

Yachting Partners International
 Fiona Maureso
 Tel: +33 (0) 493 340 100
 Email: fiona.maureso@ypigroup.com
www.ypigroup.com

SYRENKA (EX-LADY JENN)

The 137-foot *Syrenka* emerged from a refit with a new interior, which includes extra-wide passageways, an elevator and wheelchair accessibility on three decks. The main-deck master suite includes an oversized en suite with his-and-hers baths. Adjacent to this suite is a smaller cabin with a double bed; four more state-rooms are on the lower deck.



LOA: 137' (41.8M)
BUILDER/YEAR: PALMER JOHNSON/1994
REFIT: 2011
GUESTS/CREW: 10/7
LOCATION: NEW ENGLAND (SUMMER), CARIBBEAN (WINTER)
RATE: \$90,000 PER WEEK, PLUS EXPENSES

Bartram & Brakenhoff
 Pila Pexton
 Tel: (401) 862-1977
 Email: pila@bartbrak.com
www.bartbrak.com

AQUALIBRIUM

Aqualibrium features a voluminous interior elegantly adorned with marble and curved Italian wood paneling. Located forward on the main deck, the master has panoramic views. The lower deck's four cabins include a full-beam VIP with Jacuzzi tub en suite, one double and two twin cabins.



LOA: 131' 2" (40M)
BUILDER/YEAR: CRN/1994
REFIT: 2004
GUESTS/CREW: 10/7
LOCATION: MEDITERRANEAN
RATES: €112,000 HIGH SEASON/€91,000 LOW SEASON PER WEEK, MYBA TERMS

Burgess
 Tel: +44 (0) 20 7766 4300
 Email: london@burgessyachts.com
www.burgessyachts.com

HARMONY

Back at sea after a 2012 refit, the 115-foot *Harmony* was originally launched by Crescent in 1998. She sleeps eight to 10 guests in a master suite, VIP stateroom and two twin cabins plus two Pullman berths. She features two sportfishing chairs and comes with an assortment of toys.



LOA: 115' (35M)
 BUILDER/YEAR: CRESCENT/1998
 REFIT: 2012
 GUESTS/CREW: 8-10/6
 LOCATION: MEDITERRANEAN
 RATES: \$70,000 PER WEEK, PLUS EXPENSES

Northrop & Johnson

Shawn Z. Laird
 Tel: (954) 522-3344
 Email: shawn.laird@northropandjohnson.com
 www.northropandjohnson.com

KOI (EX-SURPRISE)

The explorer *Koi* was totally refitted in 2011. She offers luxurious accommodations for eight guests in four suites, including a full-beam owners' suite on the main deck, two double staterooms and a twin cabin with a Pullman for a ninth guest. *Koi* boasts capacious deck spaces with lounging and sun bathing areas and dining for 10 on the sun deck.



LOA: 114' 11" (35M)
 BUILDER/YEAR: MCMULLEN & WING/2001
 REFIT: 2009/2011
 GUESTS/CREW: 8-9/6
 LOCATION: MEDITERRANEAN (SUMMER), CARIBBEAN (WINTER)
 RATES: €75,000 MEDITERRANEAN/ \$75,000 CARIBBEAN, PLUS EXPENSES

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Rebecca Cutter
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 Email: charter@bluewateryachting.com
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KESTREL 106

Designed by Ron Holland, this 106-foot aluminum cruising ketch may have a classic look, but she's the first of a new genre of fast, easily handled sailing yachts, with low heeling angles and the kind of interior space usually seen on motor yachts. Her volume allows for four generously sized en suite cabins, accommodating eight to 10 guests.



LOA: 106' 4" (32.4M)
 BUILDER/YEAR: ANGLAR/2012
 GUESTS/CREW: 12/4
 LOCATION: WESTERN MEDITERRANEAN, (SUMMER), CARIBBEAN (WINTER)
 RATES: €55,000 HIGH SEASON/ €49,000 LOW SEASON PER WEEK

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DAMRAK II

This power catamaran has the low draft advantage of a multihull with the speed of a motor yacht. The main deck combines the galley and salon into one open area decorated in a contemporary style with accents of gold and red. Outdoors, *Damrak II*'s enormous flybridge offers an adjustable bimini top, grill, wet bar and Jacuzzi.



LOA: 70' (21.3M)
 BUILDER/YEAR: SUNREEF YACHTS/2011
 GUESTS/CREW: 8/3
 LOCATION: WESTERN MEDITERRANEAN, CARIBBEAN
 RATES: \$39,500 HIGH SEASON/€39,000 LOW SEASON PER WEEK, PLUS EXPENSES

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Monarch is now complete and ready for immediate delivery. She is currently located in Seattle, as seen in the image above, and can be available for viewing at any time. This striking yacht combines the strengths of two long-standing companies, Delta Marine and Caterpillar Financial Services with the talented design of Jonathan Quinn Barnett. Construction of this 151-foot motor yacht has just been completed at Delta's yard in Seattle. Financing for the Monarch is available through Cat Financial for qualified buyers. For additional details, pricing information, or to set up an appointment to see the Monarch, please contact delta@deltamarine.com or +1 206 763 2383.





WHY WORRY | 140-FOOT

The brand new Baglietto *Why Worry* is now available for sale through Yachting Partners International. *Why Worry* is the seventh hull of the popular Baglietto 43 series. Her interior and exterior spaces were styled by Francesco Paszkowski in collaboration with leading Portuguese designers Aranhas & Vasconsuelos. Her five guest cabins, which include an owners' suite, two double VIPs and two twins with Pullmans, are resplendent in ebony, alabaster and leather—as are the rest of the guest areas. The sun deck is expansive and includes a large bar, settee, TV, Jacuzzi and a spacious sunbathing area—the perfect spot to relax and enjoy the day. ABS and MCA compliant, she comes complete with tenders and Jet Skis.

LOA: 140' 3" (42.8M)
BEAM: 29' 2" (8.9M)
DRAFT: 9' 7" (3M)
GUESTS/CREW: 12/8
BUILDER/YEAR:
BAGLIETTO/2011
ASKING PRICE:
\$17.75 MILLION

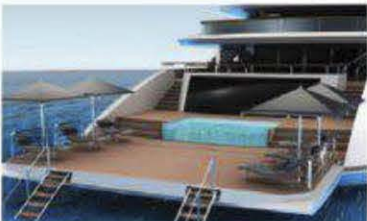
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MASTER STATEROOM



SALON



Rossinavi 75
The largest offering to the market this month is the 246-foot new project offered by Rossinavi through central agent Axel Douque at **Ocean Independence** and asking €69.5 million.



Vicky
At 195 feet, *Vicky* is the largest motor yacht ever built by Baglietto. Delivered in 2009, she is now for sale with Marco Vandoni at **Ocean Independence** asking €35 million.



Inevitable
The 163-foot Feadship *Inevitable* is now for sale through **Burgess** for the first time since her 18-month long rebuild at De Vries in 2008/2009 and is asking \$27.5 million.



Andiamo
The 140-foot Feadship expedition yacht *Andiamo* is now offered for sale by Dennis Frederiksen at **Fraser Yachts** asking €19.5 million.



Phaedra
Built by top U.S. yard Delta Marine in 1997, the 121-foot motor yacht *Phaedra* has now come back on the market with Bob Cury at **RJC Yachts** asking \$7.495 million.

Average asking price of new yachts to the market
€10.6 million

* T R E N D I N G

Average length of new yachts to the market
149 feet

NAME	ASKING PRICE	BUILDER	TYPE	LOA	BROKER
165'+					
Rossinavi 75	€69.5m	Rossinavi	MY	246'	Ocean Independence
Vicky	€35m	Baglietto	MY	194' 10"	Ocean Independence
131'-164'					
Inevitable	\$27.5m	Feadship	MY	163' 5"	Burgess
Noa VII	€19.5m	Feadship	MY	158' 2"	Fraser Yachts
Olah	€16m	ISA	MY	155' 10"	Ocean Independence
Andiamo	€19.5m	Feadship	MY	139' 8"	Fraser Yachts
98'-130'					
Ineke IV	€3.25m	Lloyds Ships	MY	129' 11"	Van der Vliet
Phaedra	\$7.495m	Delta Marine	MY	121' 5"	RJC Yachts
Doubleshot	\$8.2m	Tecnomar	MY	119' 9"	Fraser Yachts
Lady J	\$6.2m	Overmarine	MY	109' 7"	Neo Yachting
Class 1	\$6.2m	NorthStar	MY	99' 9"	Denison Yacht Sales

For the complete listings, visit www.boatinternational.com/stats.

SPOTLIGHT: AGGRESSIVELY PRICED



Galilee
\$2,595,000
Galilee is a Westport 106 semi-displacement motor yacht featuring a fishing cockpit. She accommodates 10 in a master, two doubles and two twins. The price has just been reduced by her owner and **International Yacht Collection**.



Christine of London
€2,495,000
A mint-condition yacht, *Christine of London* was built and designed for extreme comfort with optimal use of interior space by Zuccon International Project. "Her commissioning owner is very ready to do a deal," says Jim Acher at **Ocean Independence**.



Warren S87
€2,780,000
Although she was built in 2009, this fast motor yacht has never been owned and is in pristine condition. Her engines pack a punch, with a top speed of 34 knots. David Johnson at **Denison Yacht Sales** is the broker.



Blue Titan
€675,000
Blue Titan is a powerful sailing yacht with world cruising capabilities. She has a strengthened ice-breaker hull and a shallow draft that gives her access to a wide range of harbors and anchorages. *Blue Titan's* broker is **Northrop & Johnson**.



Crescent 144
\$18,900,000
The Canadian courts are looking for a prompt sale of this 144-foot motor yacht under construction in Vancouver. Being built in composite and accommodating 10 guests in five generous cabins, the *Crescent 144* is being brokered through **Fraser Yachts**.

*Trend figures reflect the one-month tracking period of January 2012.

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152' Northern Marine MY 2005

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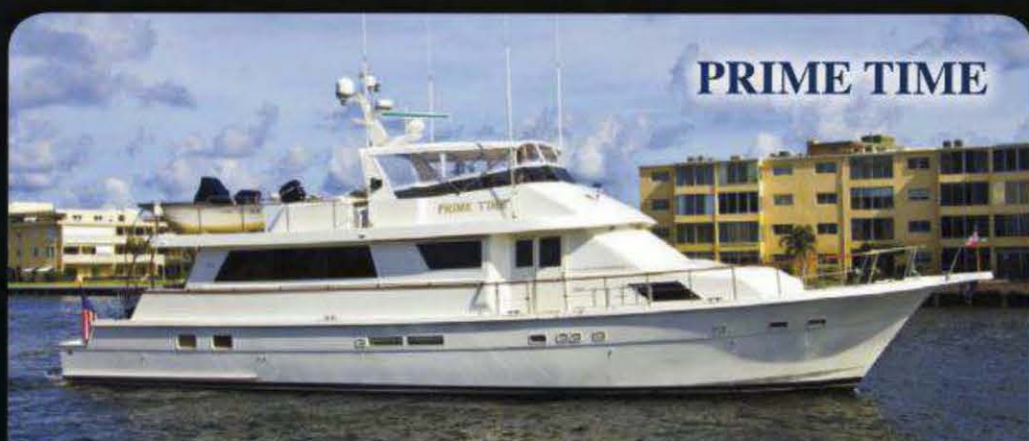
60' Hampton Sundeck Motor Yacht 2009

Beautiful custom interior with European styling. Features include enclosed air-conditioned Flybridge, stabilizers, bow & stern thrusters, davit & dinghy, guest stateroom w/ office, and CAT extended warranties. Trades welcome.



65' Viking Convertible Sportfish 2001

Immaculate condition, never fished, and less than 700 original hours. She also features a fresh interior and exterior, and the popular raised mezzanine. If you're in the market for a cruising yacht which can double as a rugged offshore fishing machine, this 65' Viking is definitely one you won't want to miss!!



PRIME TIME

77' Hatteras Cockpit Motor Yacht 1989/2011

Proven Hatteras bloodlines and uniquely refit in 2011, combining a light, contemporary feel with rich, traditional [teak] woods. With vast exterior areas, this 77' Hatteras is perfect for family use and entertaining.



LA TOJA

83' Ferretti Motor Yacht 2003

"La Toja" sleeps eight in four well-appointed staterooms with en suite heads. Crew accommodations include three berths and one head. Twin CAT 3412 engines with only 980 hours. Motivated seller ... bring offers!

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Reverie
Now on the market for more than a year, the 230-foot Benetti motor yacht *Reverie* is down by \$10 million to \$65 million with brokers Michael White and Peter Thompson at **Ocean Independence**.



RoMa
The largest price reduction was on the 203-foot motor yacht *RoMa*, which saw an eye-watering €9 million fall to €39.9 million at **Edmiston** and **Merle Wood & Associates**.



Mi Sueño
Delivered by Trinity in June 2010 and seriously for sale since then by **International Yacht Collection**, the price of the 190-foot *Mi Sueño* is now down by \$5.9 million to \$48.9 million.



Lady Christine
Built by Oceanco in 2001 and refitted in 2007, the 182-foot motor yacht *Lady Christine* saw a change in central agency to **Burgess** and a €6.95 million price cut to €19.95 million.



Hetairos
The only sailing yacht on the list this month is the classic 141-foot Abeking & Rasmussen (A&R) *Hetairos*, which saw a €3.9 million drop to €9.9 million at **Edmiston** and **Ocean Independence**.

Total reductions
€92.53
million

* TRENDING

Total yachts sold
13

NAME	REDUCTION	NEW PRICE	BUILDER	TYPE	LOA	BROKER
165'						
Reverie	\$10m	\$65m	Benetti	MY	229' 8"	Ocean Independence
RoMa	€9m	€39.9m	VSJ	MY	202' 9"	Merle Wood/Edmiston
Titan	€5m	€21.9m	Brooke Marine	MY	196' 10"	Ocean Independence
Mi Sueño	\$5.9m	\$48.9m	Trinity	MY	190'	International Yacht Collection
Lady Christine	€6.95m	€19.95m	Oceanco	MY	182' 5"	Burgess
131'-164'						
Pestifer	\$2m	\$10m	CRN	MY	163' 5"	YCO
Blind Date	\$2m	\$25.9m	Trinity	MY	161'	Merle Wood & Associates
Mr. Terrible	\$1.6m	\$29.9m	Delta Marine	MY	154'	Northrop & Johnson
Hetairos	€3.9m	€9.9m	A&R	SY	140' 7"	Edmiston/Camper & Nicholsons
Big City	\$3m	\$18.9m	Trinity	MY	140' 1"	Denison & Daves
RC	€2.8m	€9.7m	Baglietto	MY	135' 10"	Fraser Yachts
98'-130'						
Loretta Anne IV	\$4m	\$17.9m	Alloy Yachts	MY	131'	Fraser Yachts
Mac Brew	€3m	€11.5m	Heesen	MY	129' 3"	Edmiston & Company
Anna J	€1m	€3.95m	Palmer Johnson	MY	120'	International Yacht Collection

RECENTLY SOLD: OVER 78'

Name	Asking Price	Builder	Type	LOA	Buyer's Broker	Seller's Broker
165'+						
Project Stimulus	\$57.5m	Palmer Johnson	MY	214' 11"	Moran Yacht & Ship	Direct sale
Project Panama	€36m	ISA	MY	178' 10"	Camper & Nicholsons	Direct sale
131'-164'						
Northern Light	€26m	Feadship	MY	150' 11"	Burgess	Yachting Partners Intl.
Rob Roy	\$12.95m	Horizon	MY	134' 10"	Denison Yacht Sales	Withheld
99'-130'						
Charly Coppers	€6.5m	Overmarine	MY	130' 1"	Champion Marine	Fraser Yachts
Calaf	Withheld	Heesen	MY	124'	Yachting Partners Intl.	Yachting Partners Intl.
Tenacity	\$9.95m	Burger	MY	116' 1"	Burger Yacht Sales	Burger Yacht Sales
Georgia	\$8.995m	Westport	MY	111' 11"	Westport	Northrop & Johnson
Momentum	€2.95m	Leight Notika	MY	106' 11"	Thierry Voisin	Oceanstyle
78'-98'						
Sea Bella	\$2.895m	Cheoy Lee	MY	85'	Atlantic Yacht & Ship	Fraser Yachts

*Trend figures reflect the one-month tracking period of January 2012.

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Length overall 57.3m (188ft) • Built by Abeking & Rasmussen, Germany in 2001 •
Design by Abeking & Rasmussen/Donald Starkey • Accommodation for up to 14 guests

Asking Price: US\$45,950,000

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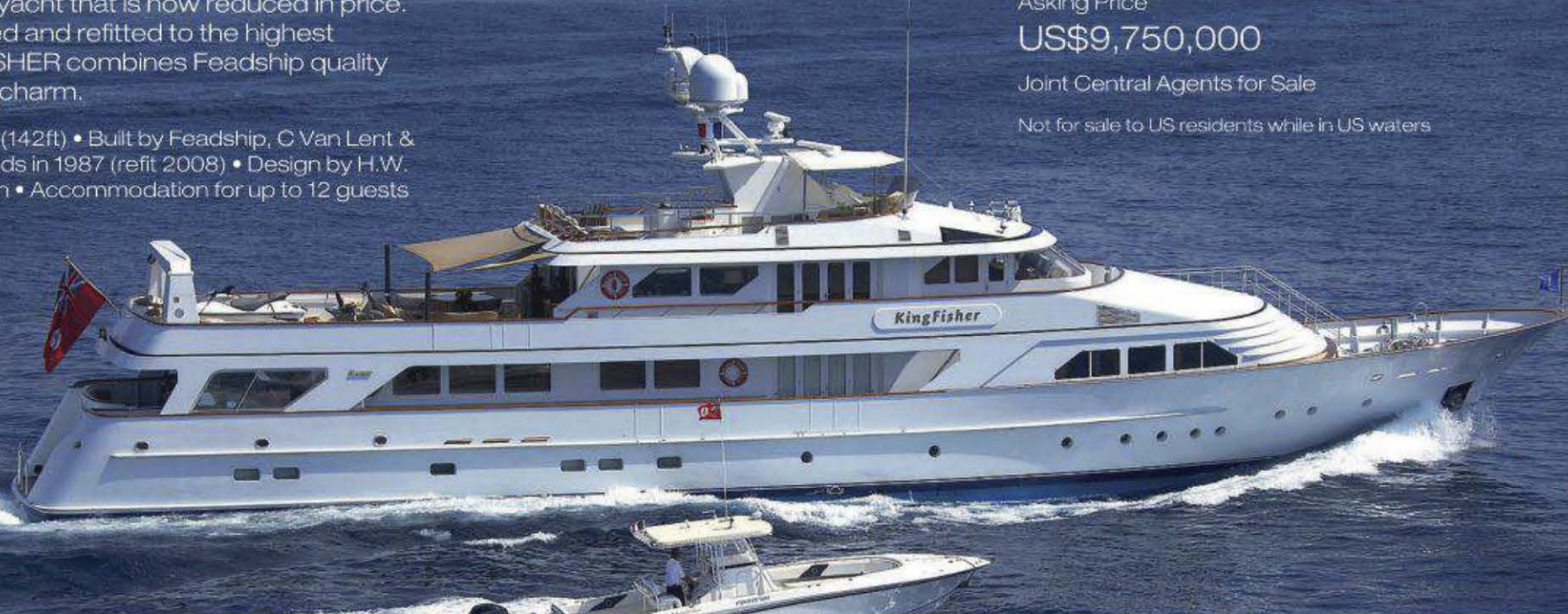
Length overall 43.3m (142ft) • Built by Feadship, C Van Lent & Zonen, The Netherlands in 1987 (refit 2008) • Design by H.W. de Voogt/Susan Smith • Accommodation for up to 12 guests

Asking Price

US\$9,750,000

Joint Central Agents for Sale

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Blind Date

A highly impressive, pedigree Lürssen that combines outstanding design and modern, elegant interiors with a shallow draft and top speeds of 22 knots, allowing for an exceptional and exciting range of cruising options.

Length overall 41m (134.5ft) • Built by Lürssen Yachts, Germany in 1995 (refits 2004/05) • Design by Lürssen/Patrick Knowles • Accommodation for 8 guests

Asking Price

US\$9,500,000

Joint Central Agents for Sale and Central Agents for Charter



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Length overall 43.3m (142ft) •
Built by Trinity Yachts Inc in 2010 •
Design by Trinity Yachts/Evan
Marshall • Accommodation for
10 guests

Asking Price
US\$24,000,000

Joint Central Agents for Sale



Rasselas

A rare opportunity to purchase one of the most highly regarded Feadships ever delivered. The immaculate RASSELAS is privately owned, has never chartered and with low levels of use has been run and maintained in pristine condition with no expense spared.

Length overall 62m (203.5ft) • Built by Feadship,
De Vries, The Netherlands in 2005 • Design by
De Voogt Naval Architects/ Pannagan Designs •
Accommodation for 12 guests

Asking Price
€55,000,000 (VAT Paid)

Central Agents for Sale

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BLUE ANGEL, Leopard 34, 2005
Asking: EUR 4,000,000
9 Guests Lying: West Mediterranean

Central Agents for Sale



MARCELINA, San Lorenzo 88, 2007
Charter from: EUR 42,000 per week
10 Guests Lying: West Mediterranean

Central Agents for Charter



IMPERIAL PRINCESS II, V78, 2010
Asking: GBP 1,950,000
8 Guests Lying: Miami, FL

Joint Central Agents for Sale



BON VIVANT, Riva Splendida 72, 2004
Asking: USD 1,980,000 Charter from: USD 25,000 /week
7 Guests Lying: Miami, FL

Central
Agents for
Sale and
Charter



ASPIRE OF LONDON, Predator 72, 2007
Asking: EUR 1,100,000
8 Guests Lying: East Mediterranean

Central Agents for Sale



RAW, Predator 62, 2006
Asking: GBP 650,000
6 Guests Lying: West Mediterranean

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for Sale



200'/61m Feadship 2010 **APRIL FOOL***

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188'/57m A&R 2001/10 **EXCELLENCE III***

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171'/52m Amels 2010 **BEL ABRI***

for Sale & Charter



168'/51m Oceanco 1997/10 **LAZY Z***

for Sale & Charter



161'/49m Trinity 2009 **BLIND DATE***

for Sale



160'/49m Christensen 2009 **VF-15***

for Sale & Charter



151'/46m Delta 2009 **KATYA**

for Sale & Charter



223'/68m Nobiskrug 2010 **SYCARA V***

for Sale & Charter



220'/67m Shadow Marine 2007 **ALLURE SHADOW**

for Sale



177'/54m Mondomarine 2012 **HULL #1***

for Sale



177'/54m Baglietto 2009 **BURKUT***

for Sale



167'/54m Mondomarine 2013 **HULL #4***

for Sale & Charter



167'/51m CBI Navi 2005 **ALIBI***

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for Sale & Charter



163'/50m Nereids Yachts 2005 **AZTECA II***

for Sale & Charter



161'/49m Trinity 2007/10 **GLAZE**

for Sale & Charter



157'/48m Christensen 2007 **SCOTT FREE**

for Sale & Charter



154'/47m Perini Navi 1990/06 **ANDROMEDA LA DEA***

for Sale & Charter



152'/46m Perini Navi 1991/07 **ANTARA***

for Sale & Charter



145'/44m Benetti 2009 **LADY SHEILA***

for Sale & Charter



145'/44m Heesen 1990/09 **AT LAST**

for Sale



134'/41m Mondomarine 2013 **HULL #8***

for Sale & Charter



134'/41m Lurssen 1995/04 **BLIND DATE***

for Sale



131'/40m A&R 1987 **SILVER SHALIS**

for Sale & Charter



130'/40m Westport 2005 **MY COLORS**

for Sale & Charter



124'/38m Broward 2007 **HERITAGE III**

for Sale



122'/37m CRN 1978/08 **LADY EVA***

for Sale



121'/37m Heesen 2005 **HEESSEN 37m HULL #4***

for Sale & Charter



118'/36m Intermarine 2000 **SAVANNAH**

for Sale



112'/34m Leopard Express 2008 **LA IGUANA***

for Sale



110'/34m Intermarine 1998 **LADY A**

for Sale



105'/32m Mangusta 2000/11 **HAMSA***

for Sale



102'/31m Oceanfast 1989/11 **GAZELLE**

for Sale & Charter



102'/31m Broward 1984/05 **LIQUIDITY**

for Sale



101'/31m Leopard 2008 **PAN DEI 1***

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PHONE: 954-525-5111 • FAX: 954-525-5165 • EMAIL: MAIL@MERLEWOOD.COM

for Sale



96'/29m N.E. Boatworks 2003 **VAKOMAANO**

for Sale



96'/29m Intermarine 2001 **KRISHELLE**

for Sale



92'/28m Palmer Johnson 1985/11 **PEGASUS III**

for Sale



90'/27m Pershing 2009 **MTG***

for Sale



88'/27m Pershing 2003 **JK***

for Sale & Charter



88'/27m Rayburn Custom 2004 **LADY VICTORIA**

for Sale



86'/26m Hatteras Sportfish 2002 **SPHEREFISH**

for Sale



80'/24m Donzi Sportfish 2010 **R-80**

for Sale



80'/24m Hatteras 2004 **OCEAN VIEW**

for Sale



80'/24m Sunseeker Predator 1998 **AGAPE LOVE***

for Sale



80'/24m DeVries Lentsch 1930/02 **LELANTA***

for Sale



75'/23m Riva 2011 **NAME DROPPER***

for Sale



75'/23m Sunseeker 2005 **CHAIRMAN**

for Sale & Charter



75'/23m Hatteras 2000/08 **VICTORY**

for Sale



73'/22m Donzi Sportfish 2010 **R-73**

for Sale



72'/22m Pershing 2008 **DOLCE VITA**

for Sale



72'/22m Sunseeker 2006 **HIDE OUT***

for Sale



72'/22m Overmarine 2001/10 **GABRIELA G***

for Sale



70'/21m Hatteras 2003 **USELESS***

for Sale



62'/19m Little Harbor 1982/07 **EASTERN SKY II**

for Sale



40'/12m Aprea Mare 2000/11 **LOOKIN 4 ANDROMEDA***

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LORETTA ANNE IV

40m (131') | Alloy Yachts | 2009 | POA

Highest quality and timeless elegance from the team of Alloy, Dubois and Starkey, combining a proven hull design with state of the art equipment and at-rest stabilization. Full beam on-deck master with his/her baths and office, 3 guest suites, a gym and tender garage. Huge sundeck with jacuzzi and a shaded dining area. An exceptional vessel in all respects and now offered to make room for a new delivery. Mint condition, Lloyds and MCA classed, turn key and seriously for sale. Transoceanic range.

Jody O'Brien | Ft. Lauderdale + 1 954 646 4970 | jody.obrien@fraseryachts.com



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FRASER YACHTS



HERITAGE | 45m (148') | Perini Navi | 2006 | 17,500,000 EUR

Five cabin 45.3m 2006 with a tasteful interior. Main features: large saloon, outdoor saloon with 3 seating areas, aft side stern door/beach club. Immaculately maintained by 1 owner. VAT Paid. Dennis Frederiksen | Monaco + 377 93 100 450 | dennis.frederiksen@fraseryachts.com



PARAFFIN | 60m (197') | Deep Sea Marine | 2001/2010 | POA

Equipped with zero speed stabs, a well thought out gym, huge deck space and an armada of water toys, she provides comfort and endless entertainment. Dennis Frederiksen | Monaco + 377 93 100 450 | dennis.frederiksen@fraseryachts.com



ALIBI | 51m (167') | CBI Navi | 2005 | 19,750,000 EUR

Large interior volume, accommodates comfortably 12 passengers in 6 cabins, well laid out exterior deck space, plus a comfortable swim platform. Dennis Frederiksen | Monaco + 377 93 100 450 | dennis.frederiksen@fraseryachts.com



ANDIAMO | 42m (139') | Feadship | 2003/2011 | 19,500,000 EUR

True explorer vessel built with an ice strengthened hull and all needed equipment expected for long distance cruising, includes storage and comfortable tenders, sea kayaks and sailing dinghys. Dennis Frederiksen | Monaco + 377 93 100 450 | dennis.frederiksen@fraseryachts.com



FRASER YACHTS

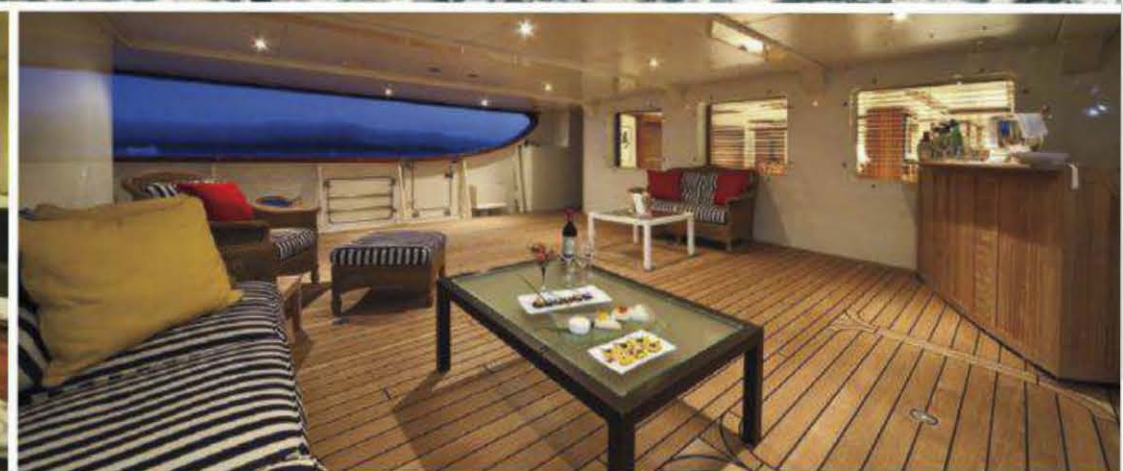
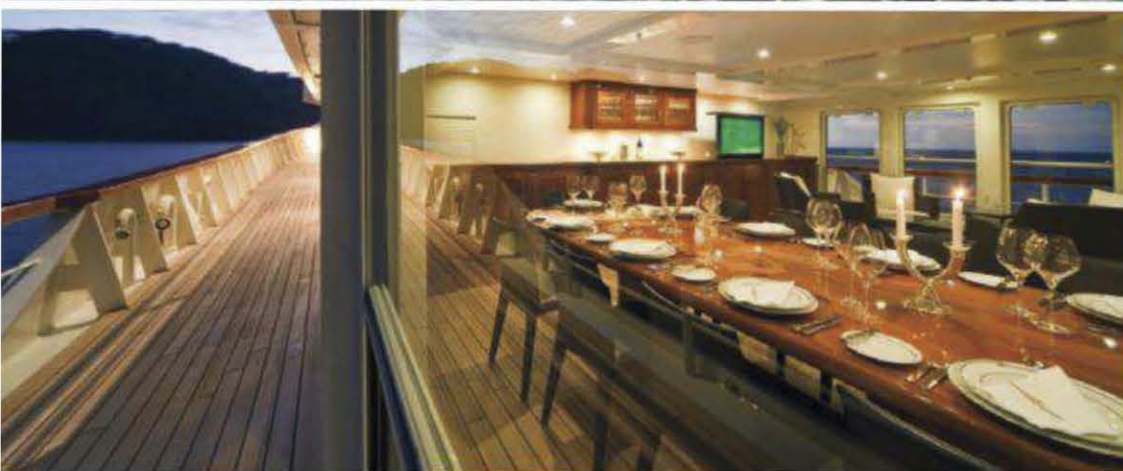
Seawolf

58m (193') | J&K Smit | 1957/2009 | POA

The perfect opportunity for the adventurous buyer to acquire the ultimate go anywhere, anytime explorer yacht.

SEAWOLF is the perfect mix of exploration yacht with luxurious accommodations; she offers long range, fuel efficiency and comfort.

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Also available for charter
180,000 USD pw



FRASER YACHTS



PROTEKSAN-TURQUOISE 75M | 75m (246') | Proteksan | 2013

Beautiful Andrew Winch design, well under construction for fast delivery. Various options are still available for styling and layout including private owner's

deck, 6 staterooms on deck and massive spa area. Helicopter landing, big garages and exceptional volume.

Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com



Not for sale to US residents while in US waters.

TURQUOISE | 55m (181') | Proteksan | 2011 | 35,500,000 USD

New full displacement yacht delivered only 9 months ago. Six staterooms with two on deck. Tenders in garages, zero speed stabilizers, Lloyds class, MCA and LY2.

Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com



ACE OF DIAMONDS | 34m (112') | Hakvoort | 1988/2006

Dutch built with 600 hours on new engines. Owner's stateroom on deck. Completely rebuilt in 2006 at Hakvoort. Perfect condition. Proven fishing machine. 30+ knots.

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KRISUJEN | 38m (126') | Feadship | 1982

The best classic Feadship available. Exudes quality and loving maintenance throughout. Four staterooms, Caterpillar machinery, good tenders and upgraded equipment.

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C1 | 29m (96') | Bloesmsma & Van Breemen | 2003/2010

The best Doggersbank available. 5000 nm range, superb specification. Three staterooms, exceptional equipment and perfect cosmetically and mechanically.

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PRINCESS SARAH | 43m (142') | Richmond Yachts | 2007 | 17,900,000 USD

Designed with elegance and comfort, Princess Sarah is in pristine condition.

Features 6 Staterooms with on deck master.

Scott French | Fort Lauderdale + 1 954 463 0600 | scott.french@fraseryachts.com

FOR SALE & CHARTER



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KAI | 36m (120') | Benetti | 2008 | 13,400,000 USD

Highly spec'd and customized with modern interior and exteriors, zero speed stabilizers, Crestron/Sonus AV package, Lutron lighting and more. Excellent charter record. ABS/MCA.

Jose Arana, Jr. | Ft. Lauderdale +1 954 463 0600 | jose.aranajr@fraseryachts.com



Not for sale to US residents while in US waters.

DEEP BLUE II | 43m (143') | Oceanco | 1996/2008 | 15,900,000 USD

Quality construction with Dutch Pedigree. Completely refitted in 2007/2008. Int design by Paolo Rossi. Showboats Intl award for the best semi disp yacht over 40m.

Jose Arana, Jr. | Ft. Lauderdale +1 954 463 0600 | jose.aranajr@fraseryachts.com



QUID PRO QUO | 30m (99') | Benetti | 2007 | 6,900,000 EUR

Five cabin layout. The Owner has spared no expense when it comes to attention to detail.

Nabil El Jammal | London + 44 207 016 4480 | nabil.eljammal@fraseryachts.com

Antoine Larricq | Monaco + 377 93 100 450 | antoine.larricq@fraseryachts.com



LAUREL | 73m (240') | Delta Marine | 2006

Superbly executed by Delta Marine with interior design by Don Starkey. Seven staterooms in owners party. Steel hull and composite superstructure. She is exquisite in her detail, finish and condition. LAUREL is certainly the highest

pedigree yacht of her size on the market. Please call for viewing appointment.

Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com

Josh Gulbranson | Ft. Lauderdale + 1 954 463 0600 | josh.gulbranson@fraseryachts.com



FRASER YACHTS



BEIJA FLOR | 35m (115') | Feadship | 1968/2009 | 4,450,000 USD

Classic canoe stern, fantastic condition, new exterior paint & new machinery. A true "Gentleman's Yacht."

Neal Esterly | San Diego +1 619 225 0588 | neal.esterly@fraseryachts.com



CRISS C | 34m (111') | Christensen | 1993/2011 | 3,750,000 EUR

Best Christensen of her generation, CRISS C has already been twice around the world. She is in immaculate condition. VAT PAID and low maintenance costs.

David Legrand | Monaco +377 93 100 450 | david.legrand@fraseryachts.com



ONCE AROUND | 29m (95') | Sunseeker | 2003

Recent Price reduction. Very well maintained by original owner. Excellent condition throughout.

Josh Gulbranson | Ft. Lauderdale +1 954 463 0600 | josh.gulbranson@fraseryachts.com



SUMMIT AT SEA | 26m (86') | Cheoy Lee | 1998 | 1,850,000 USD

One of the most volume sportfishers on the market, rare on-deck master stateroom, plus VIP & twin guest staterooms. Caterpillar powered with twin gensets.

Eric Pearson | San Diego +1 619 225 0588 | eric.pearson@fraseryachts.com



NEW RUNAWAY | 34m (112') | Valdetaro | 1991/2011 | POA

High performance cruising sailing yacht. Completely refitted in 2011 including new modern interior design, 4 cabins plus crew. Ideal for charter or family cruising. Vat Paid.

Giulio Riggio | Palma +34 971 700 445 | giulio.riggio@fraseryachts.com



AVENTURA | 33m (109') | Danish /HJB | 2005

Stunning raised PH sloop with 4 cabins and large owners stateroom aft, 7 feet of headroom throughout. DNV / MCA classed. Bluewater proven, ready to cruise.

Jeff Partin | Ft. Lauderdale +1 954 463 0600 | jeff.partin@fraseryachts.com



SPAGO | 28m (91') | Baglietto | 2002/2010 | 2,750,000 EUR

Same prestigious Italian owner since her launch, easy to inspect in Barcelona.

Ciro Pettruci | Viareggio +39 0584 385090 | ciro.petrucci@fraseryachts.com

Oscar Romano | Viareggio +39 0584 385090 | oscar.romano@fraseryachts.com



PICOSA LADY | 22m (75') | Fleming | 2001 | POA

Meticulously maintained and continuously upgraded in all areas, including: AV, Electronics, interior décor, galley, exterior soft goods, tender and much more.

Jody O'Brien | Ft. Lauderdale +1 954 463 0600 | jody.obrien@fraseryachts.com

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FRASER YACHTS



Guy Gurney

Symmetry is a one owner custom yacht constructed to the highest standards in advanced composites by Yachting Developments. Her interior is well-designed and beautifully crafted in quarter-sawn teak, the arrangement includes a deckhouse affording unobstructed 270° views and three staterooms, plus crew quarters. *Symmetry* has proven herself to be a comfortable world cruiser whose sailing qualities never cease to please even the most performance oriented yachtsman.

For additional information, or to schedule a personal inspection, contact Doug Fredericks.



Fredericks Power & Sail

Newport Beach, California

Tel: 949.854.2696

info@fpsyachting.com

Symmetry

96' Frers Performance
Sloop

Built by
Yachting Developments
New Zealand

Launched
2004

Not for sale or charter to U.S. residents while in U.S. waters.



W

954.316.6364

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New Construction
WESTPORT 164



New Construction
WESTPORT 130



New Construction
WESTPORT 112



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WESTPORT 98



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PACIFIC MARINER 85



130' Westport Tri-Deck MY 2007 "CONSTELLATION"
Camm Moore, C.A.



114' Hatteras 1994 "LADY MONROE"
Alex Rogers / Chris June, C.A.'s



112' Westport RPHMY 1999
Andrew Miles, C.A.



112' Westport RPHMY 2000 "SEA BIRD"
Mark Peck / Alex Rogers, C.A.'s



112' Westport RPHMY 2008 "ESTANCIA"
Camm Moore, C.A.

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WESTPORT

SINCE 1964



103' West Bay 2001
Mark Peck, C.A.



100' Cheoy Lee 2007
Alex Rogers / Andrew Miles, C.A.'s



100' Hatteras 2003
John Varga, C.A.



98' West Bay 1998
Andrew Miles / Bryan Long, C.A.'s



88' Tarrab CPMY 2002
Andrew Miles, C.A.



85' Broward 1982
Chris June/Alex Rogers, C.A.'s



85' Pacific Mariner 2008
Claude Racine, C.A.



85' Pacific Mariner 2008
Chris June, C.A.



80' Lazzara 1998
Mark Peck, C.A.



78' West Bay 2002
Claude Racine, C.A.



77' Horizon MY 2008
John Varga, C.A.



75' Symbol 2008
Chris June, C.A.



75' Sunseeker Manhattan 2006
Ralph Raulin, C.A.



74' Ocean Alexander 2007
Andrew Miles, C.A.



74' Hatteras 1999
Alex Rogers, C.A.

W

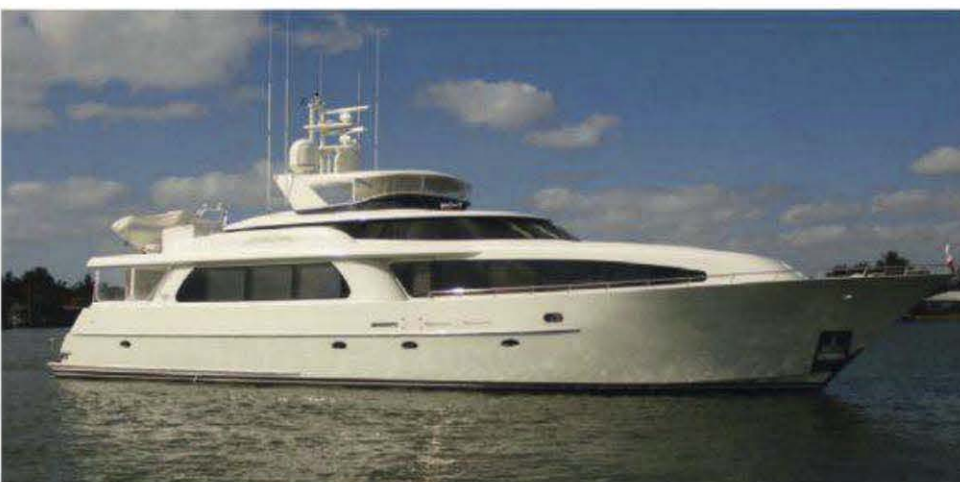
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40M WESTPORT TRI-DECK MOTORYACHT 2009 "MISS MICHELLE"

Contact Central Listing Agent Claude Racine
954-648-9498 cracine@westportyachtsales.com



103' WEST BAY 2001 "MOON RIVER"

Contact Central Listing Agent Mark Peck
954-224-1351 mpeck@westportyachtsales.com



112' WESTPORT 2000 "SEA BIRD"



BELLA BRI 151 ft (46m)
Northern Marine | 2008 | Ft. Lauderdale, FL | USD 21,500,000



MUSTANG SALLY 130 ft (39.60m)
Westport | 2009 | Ft. Lauderdale, FL | USD 18,450,000

PRICE REDUCTION



ALSO FOR CHARTER

BLUE SCORPION 173.11 ft (53.00m)
Baglietto | 2006 | Viareggio | EUR 21,500,000



JANA 151.11 ft (46.30m)
Feadship | 1986 | Abu Dhabi | USD 9,950,000



ALSO FOR CHARTER

ARIETE PRIMO 144.8 ft (44.10m)
Richard Dunston | 1967 / 2006 | Genoa, Italy | EUR 19,000,000



SOPHIE BLUE 134.6 ft (41.00m)
CBI Navi | 1998 | Nice, France | EUR 6,900,000



AWESOME 130 ft (39.60m)
Mangusta | 2005 | Monaco | EUR 12,800,000



IMPULSIVE 126 ft (38.40m)
Norship | 1993 / 2010 | Mediterranean | USD 6,750,000



Joint Central Agent

NORTHCOAST 125 125.6 ft (38.30m)
Northcoast Yachts | 2011 | Ft. Lauderdale, FL | USD 15,499,000



ALSO FOR CHARTER

ASPEN ALTERNATIVE 120 ft (36.60m)
Sovereign | 2002 | Ft. Lauderdale, FL | USD 5,500,000

**SALES & PURCHASE
CHARTER
NEW CONSTRUCTION**



STELLA 113.3ft (34.53m)
Sunseeker Predator | 2011 | Genoa, Italy | GBP 9,950,000



CARNIVAL LIBERTY II 110 ft (33.50m)
Horizon | 2010 | Osaka, Japan | USD 6,900,000

NEW LISTING FOR SALE



MELIMAR 100 ft (30.50m)
Azimut | 1999 | Ft. Lauderdale | USD 2,550,000



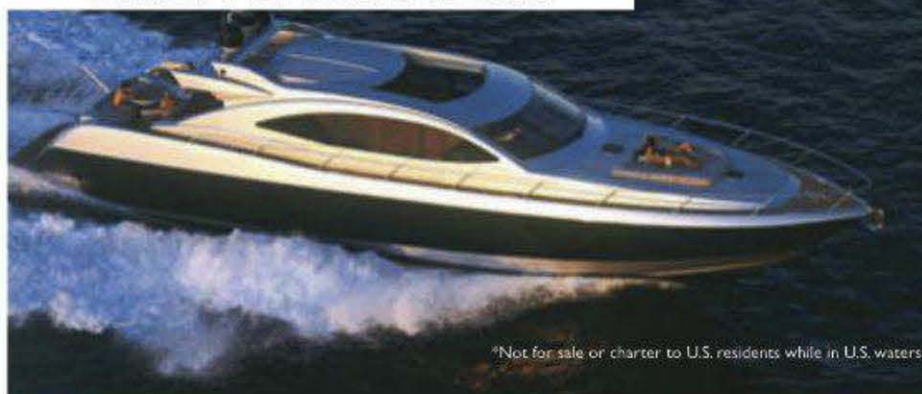
NATALITA III 100 ft (30.50m)
Azimut Jumbo | 1996 | Cayman Islands | USD 1,995,000

NEW LISTING FOR SALE



HOPE 90 ft (27.40m)
Palmer Johnson | 1992 | Delray Beach, Florida | USD 3,895,000

PRICE REDUCTION



ZAKOUSKA 87 ft (26.50m)
Warren Yachts | 2006 | West Palm Beach, FL | USD 3,900,000



MARLOW 85 85 ft (25.90m)
Marlow | 2011 | Dominican Republic | USD 4,295,000



ELIZABETH 78 ft (23.80 m)
Feadship | 1988 | Miami, FL | USD 3,900,000



CARPE DIEM 191' (58M) Trinity 2011. 6 Staterooms
C.A. Frank Grzeszczak 954.494.7096 or C.A. Kevin Bonnie +33.616.39.1959



LADY LINDA 187' (57M) Trinity 2012. 6 Staterooms
C.A. Frank Grzeszczak 954.494.7096 or C.A. John F. Dane 228.223.7144



MIA ELISE 164' (50M) Trinity 2010. 6 Staterooms
C.A. Mark Elliott 305.794.1167 or C.A. Chany Sabates III 954.604.2253



STREAMLINE 161' (49M) Mondo Marine 2009. 5 Staterooms
C.A. Kevin Bonnie +33.616.39.1959



TUSCAN SUN 147' (45M) Izar 2006. 6 Staterooms
J.C.A. Frank Grzeszczak 954.494.7096 or J.C.A. Mark Elliott 305.794.1167



PENNY MAE 138' (42M) Richmond 2004/2009. 6 Staterooms
C.A. Mark Elliott 305.794.1167



SHALIMAR 118' (36M) Benetti 1994. 5 Staterooms
C.A. John Ciullo 954.494.1075



DISCOVERY 100' (30M) Romsdal 1962/2000. 3 Staterooms
C.A. Ron Morgenstein 954.309.9740



NATICA 92' (28M) Hatteras 1999. 4 Staterooms
C.A. Roy Sea 954.980.7438



BLACK PEARL III 86' (26M) Azimut 2005. 4 Staterooms
C.A. David Nichols 954.682.6853



STARGAZER 180' (55M) Ziegler 1964/2006. 7 Staterooms
J.C.A. Mark Elliott 305.794.1167



CARPE DIEM II 150' (46M) Trinity 2002/2011. 5 Staterooms
C.A. Frank Grzeszczak 954.494.7096



LIONSHARE 130' (40M) Heesen 1987/2009. 5 Staterooms
C.A. Mark Elliott 305.794.1167



NEW LIFE 92' (28M) Lazzara 2009. 4 Staterooms
C.A. John Ciullo 954.494.1075



FINISH LINE 84' (26M) Lazzara 2007. 4 Staterooms
C.A. Chany Sabates III 954.604.2253



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1985 151' Bannenberg Designed Feadship
Five SR's | Original Owner
CA Whit Kirtland - (305) 793-5886



2011 125' Northcoast Motor Yacht
New Boat Ready for Delivery
CA Whit Kirtland - (305) 793-5886



Not Offered To US Residents While In US Waters

1996 115' Greenbay Marine
4 Guest SR's | ABS Certified
CA Tucker Fallon - (954) 801-3645



Not Offered To US Residents While In US Waters

1971 115' Breaux Baycraft
Caterpillar D346's | 4 SR's + Crew
CA Whit Kirtland - (305) 793-5886



REDUCED!

Not Offered To US Residents While In US Waters

2006 105' Leopard
6000 HP MTU's | 4 SR's + Crew
CA Whit Kirtland - (305) 793-5886



1993 105' Broward Raised Pilothouse
MTU 2000's | Recent Paint Job
CA Douglas Smith - (954) 478-7403



Not Offered To US Residents While In US Waters

2000 100' Azimut
New to Market | Call for Details
CA Whit Kirtland - (305) 793-5886



1995 100' Mangusta
Asking \$1,395,000 | Trades Considered!
CA Chis Saumsiegle - (954) 270-5617



NEW LISTING

1987 97' Guy Couach
5 SR's + Crew | Recent Refit
CA Tucker Fallon - (954) 801-3645



NEW LISTING

Not Offered To US Residents While In US Waters

1991 97' Maiora
\$175,000 PRICE REDUCTION
Major Refit Fall 2009
Co-CA Whit Kirtland - (305) 793-5886



NEW LISTING

1987 94' Broward
Bimini Top | Fly Bridge | 3 SR's + Crew
CA Whit Kirtland - (305) 793-5886



NEW LISTING

Not Offered To US Residents While In US Waters

2001 87' Queenship Convertible
4 SR's + Crew | MTU 16v2000's
CA Parker Bogue - (305) 793-3612



1997 84' Hatteras Elite Series
Recent Paint and Upgrades | Wide Body
CA Douglas Smith - (954) 478-7403



1998 84' Monte Fino
2700 HP CAT's | 3 SR's + Crew
CA Whit Kirtland - (305) 793-5886



2005/2006 80' Cheoy Lee
Custom Built | 4 SR's + Crew
CA Whit Kirtland - (305) 793-5886



80' Christensen/Westport
Trans-Atlantic Veteran
CA Tucker Fallon - (954) 801-3645



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2010 74' Sunseeker Predator
Loaded Every Option | \$3,765,000
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2002 75' Fleming CPMY
CAT 3412's | Mint Condition
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1999 74' Hatteras Sport Deck
New Paint | Custom Layout
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2008 72' Hatteras Motor Yacht
4 SR's + Crew | Full Hard Top
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3 SR's + Crew | Mahogany Interior
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1991 72' Viking Motor Yacht
1080HP Detroit's | Full Beam Flybridge
CA Carlos Navarro - (954) 465-4501



1996 70' Hatteras
One Owner | Low Engine Hours
CA Douglas Smith - (954) 478-7403



2000 70' Hatteras Convertible
3412 CAT's | 4 SR's
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2009 66' Grand Harbour
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12V71's | Galley Up | Mint Condition
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NORTHERN STAR

248 Ft. (75.6m) Lürssen 2009

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KISMET 223 Ft. (68m) Lürssen 2007

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LADY KATHRYN V 200 Ft. (60m) Lürssen 2011

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UNBRIDLED 191 Ft. (58.2m) Trinity 2009

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IROQUOIS 164 Ft. (50m) Feadship

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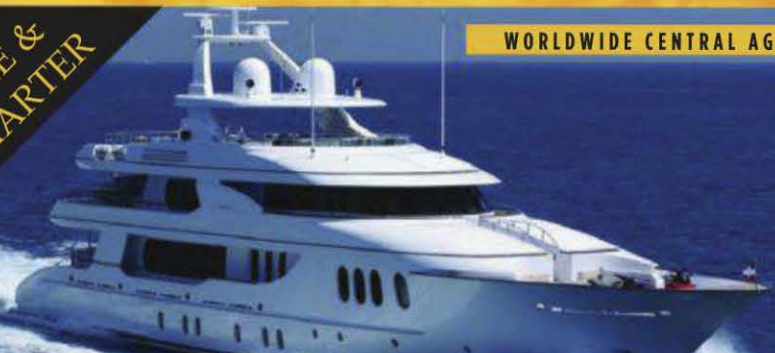


HARMONY 164 Ft. (50m) Westport 2010

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ALLEGRIA 152 Ft. (46m) Hakvoort 2003

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SWEET DOLL 151 Ft. (46m) Heesen 2003 *

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MADSUMMER 147 Ft. (44.6m) Feadship 2008 *

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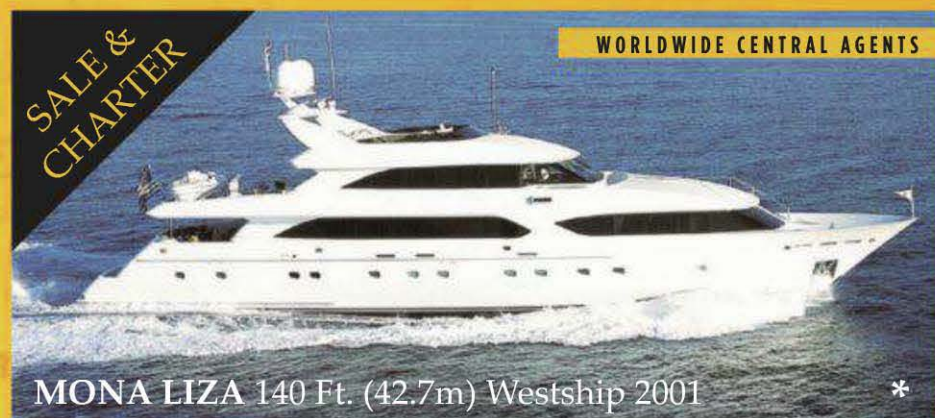
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LADY SCORPIO 145 Ft. (44.4m) Suez Shipyard 2010 *

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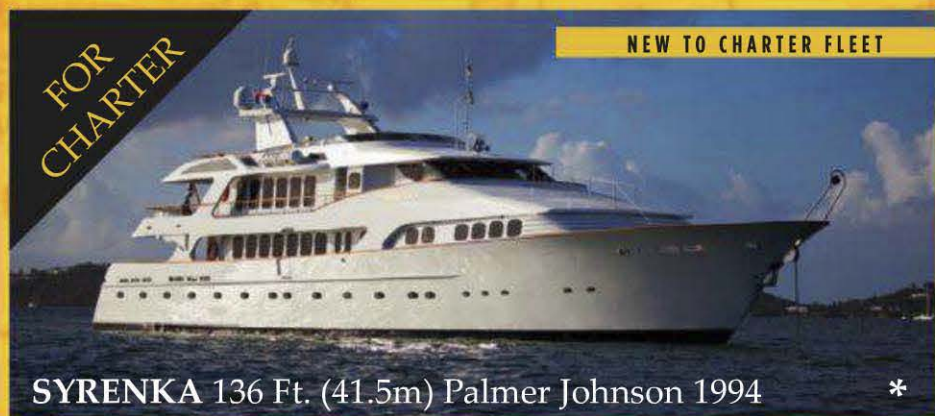
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MONA LIZA 140 Ft. (42.7m) Westship 2001 *

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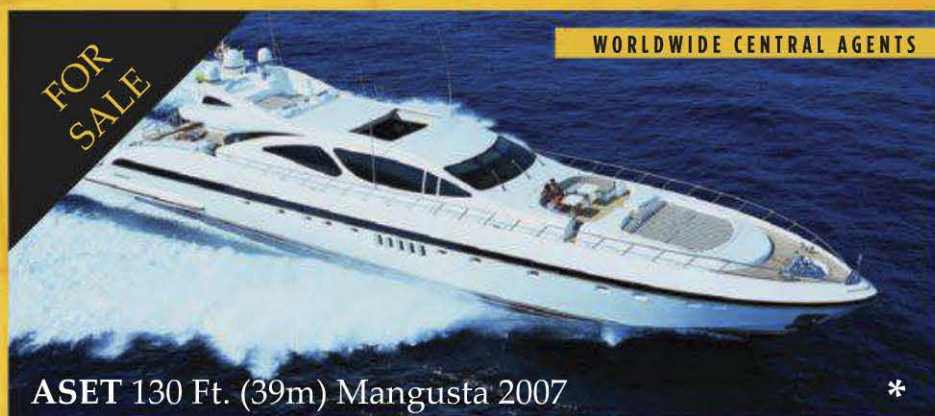
NEW TO CHARTER FLEET



SYRENKA 136 Ft. (41.5m) Palmer Johnson 1994 *

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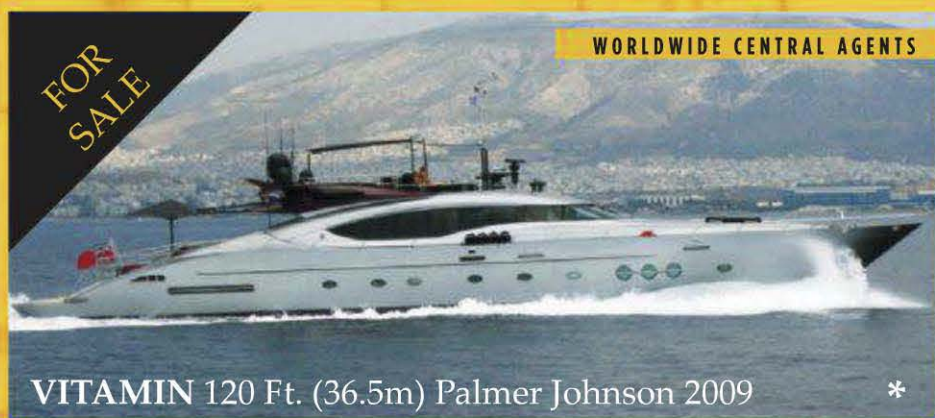
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ASET 130 Ft. (39m) Mangusta 2007 *

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VITAMIN 120 Ft. (36.5m) Palmer Johnson 2009 *

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SEA JEWEL BRAVO 118 Ft. (36m) Trinity 1999 *

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MIAMI BLUES 114 Ft. (34.8m) Euroship 1991 Refit 2007*

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100 PREDATOR 98 Ft. (30m) Sunseeker 2003 *

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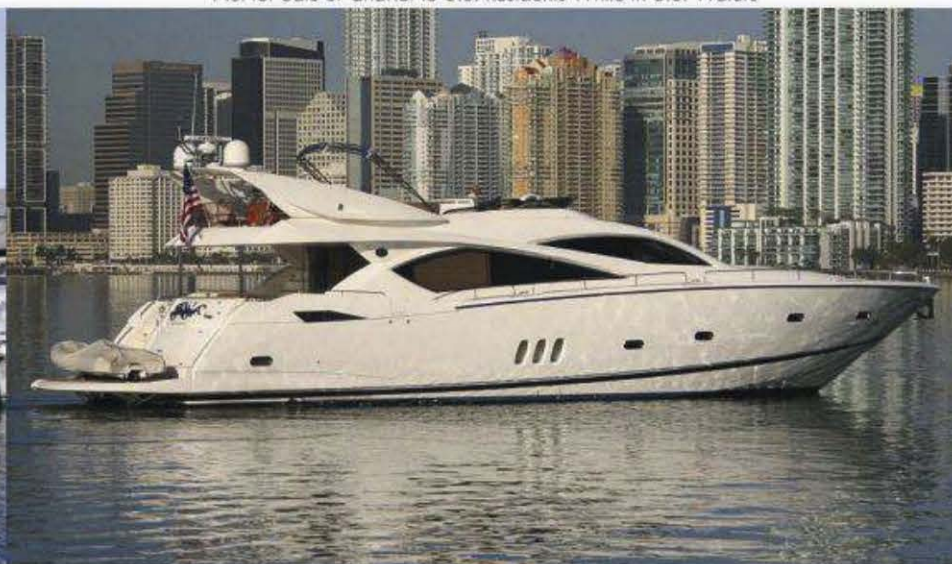
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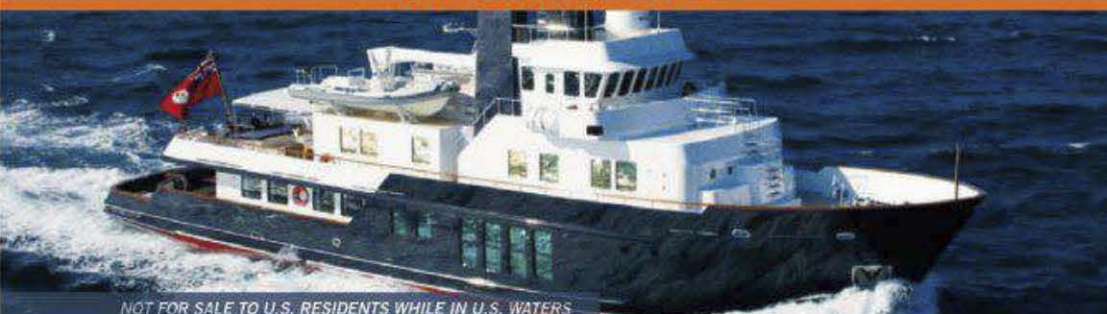


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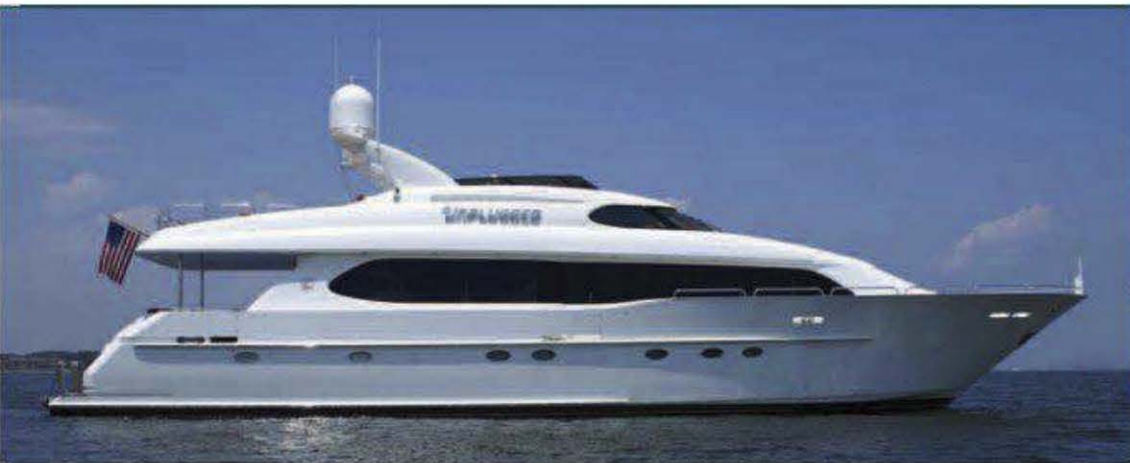
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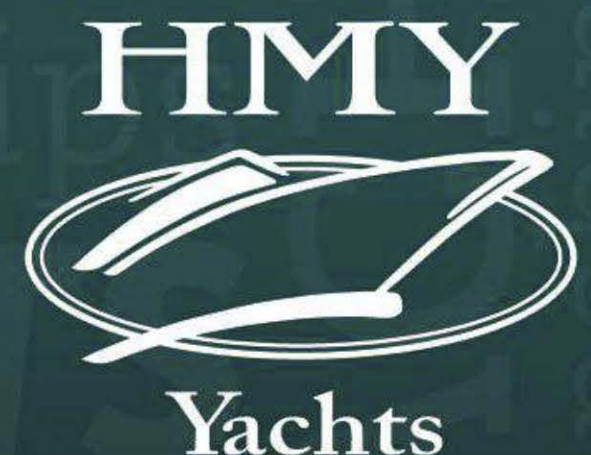


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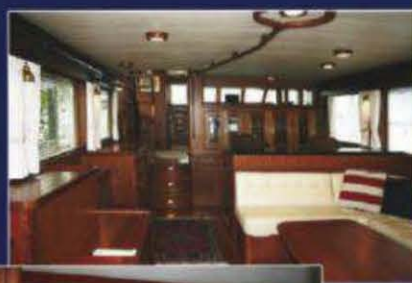
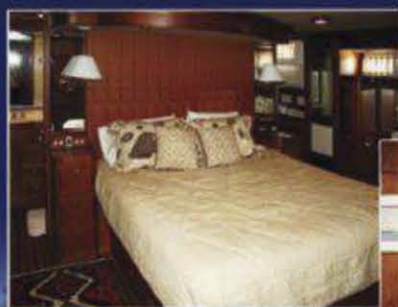
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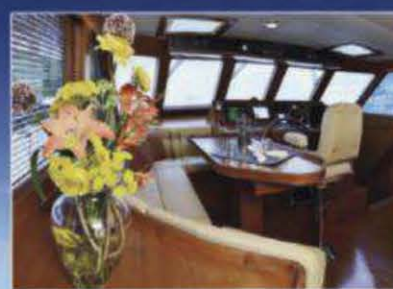
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2003 Marlow Explorer 65C "Reel Class II" is a well appointed yacht that has been Captain maintained by a meticulous owner. Like all Marlow Explorers, she is constructed using our proprietary RIVAT system of composite yacht building producing great strength and performance. Her three staterooms with ensuite heads plus full crew quarters make her a great family yacht. Powered with the popular 800hp Caterpillar® 3406's she provides a fast cruise of 17 knots or slow cruise at 8-10 knots with great efficiency. Please call today for details about your opportunity to own Reel Class II.



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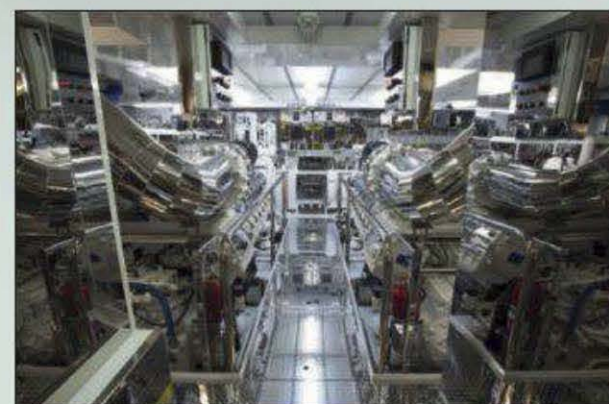


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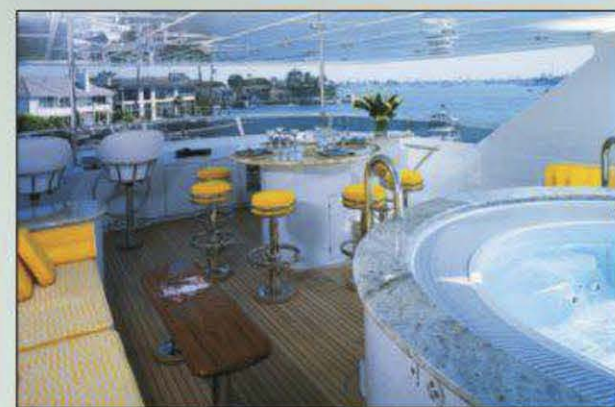
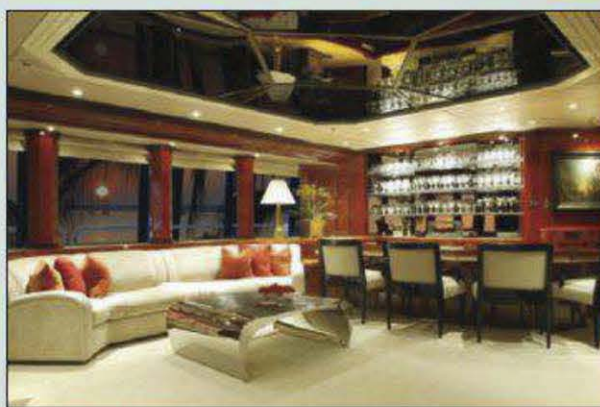
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MCA compliant. Accommodating up to 10 guests in five staterooms. Features include a 10-foot swim platform and a sky lounge that converts into a cinema with a 50" flat screen and surround-sound system.

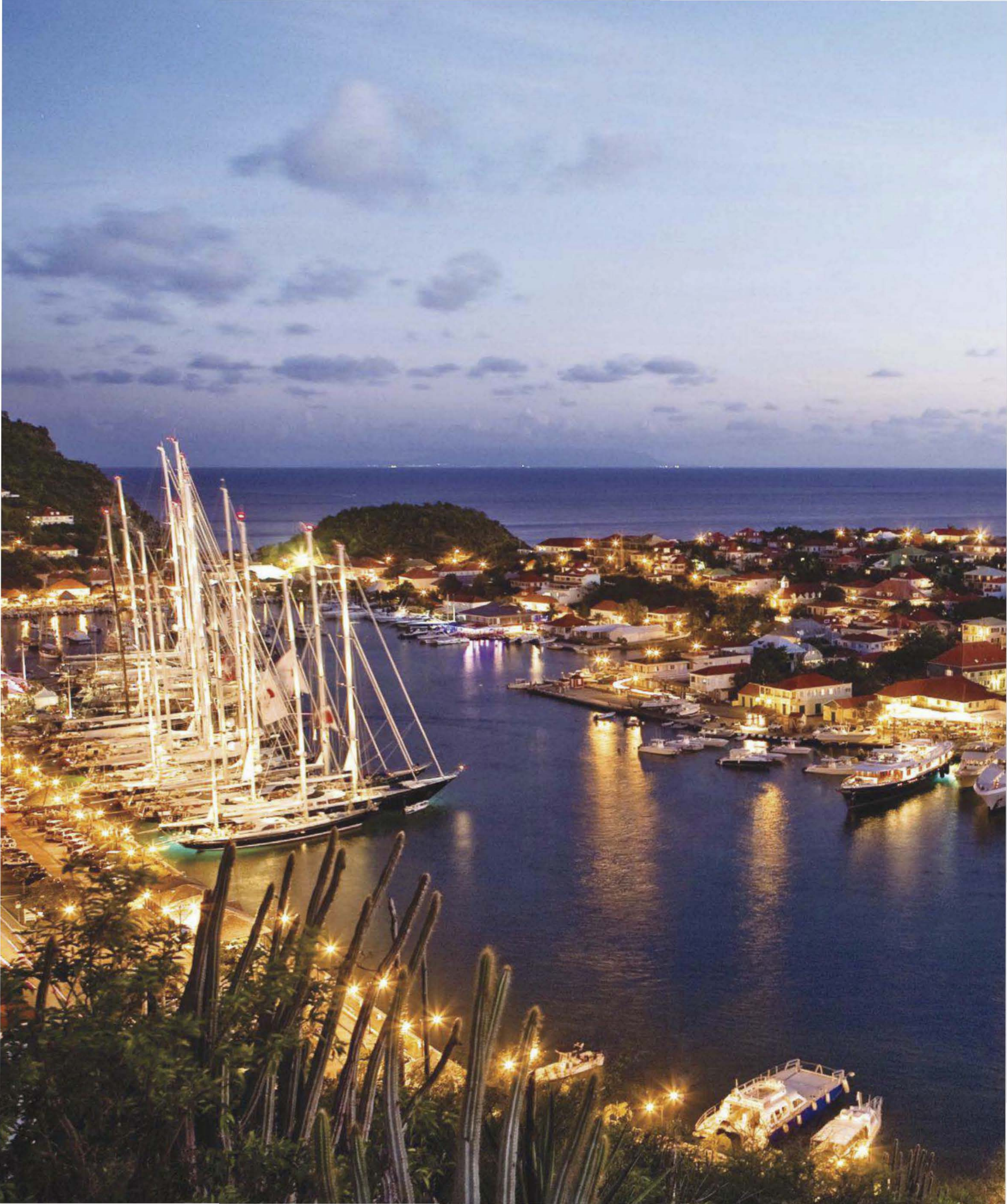


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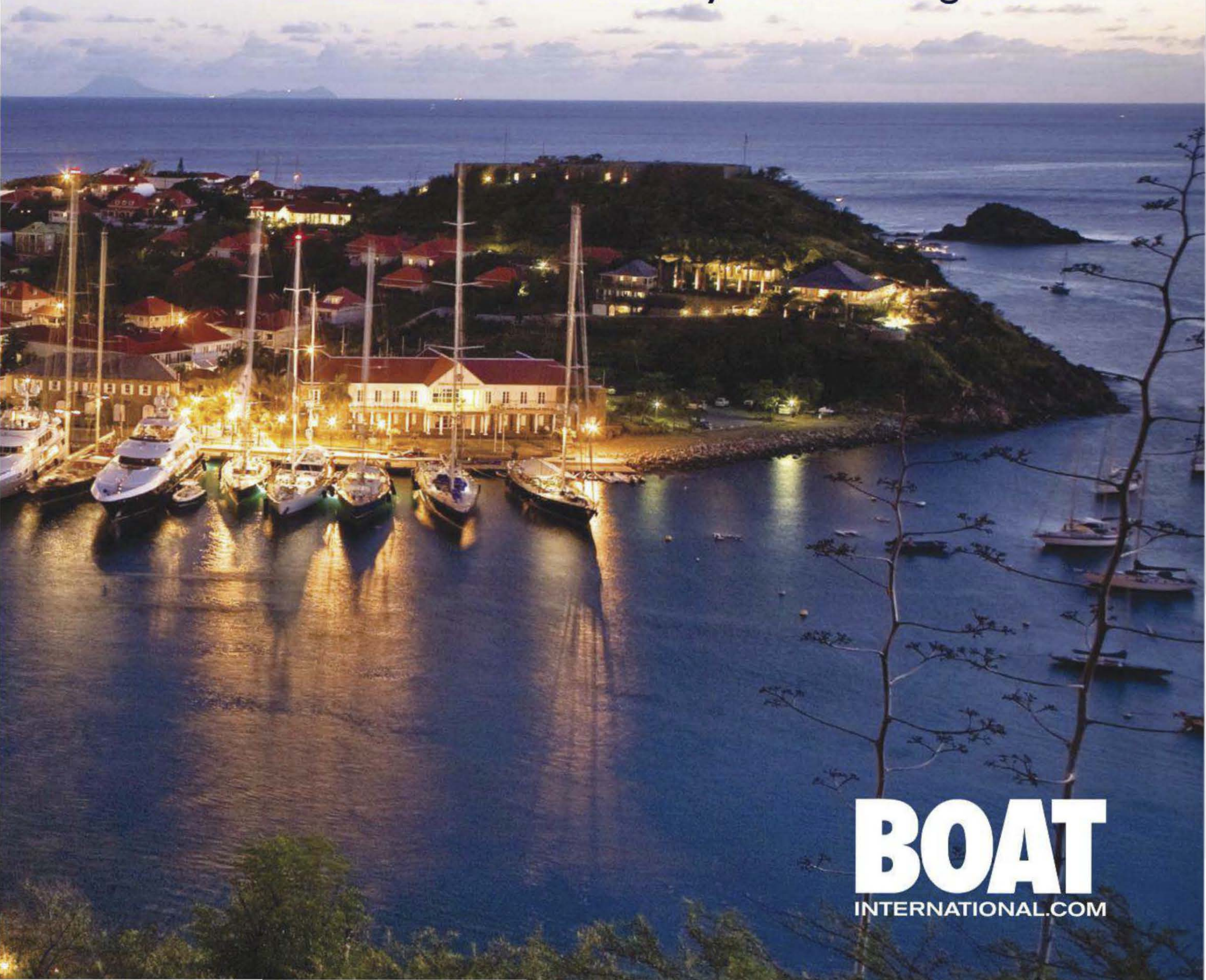
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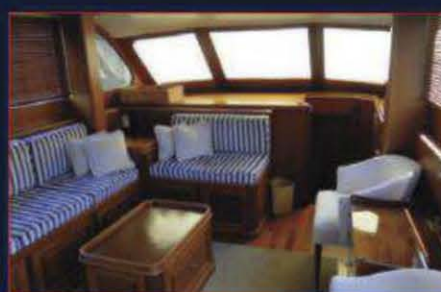
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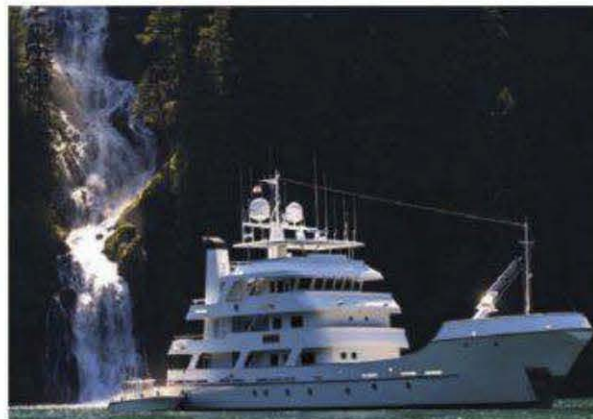
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Year: 2006
Beam: 31' (9.4m)
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and Shipbuilding LTD
Draft: 7'7" (2.3m)
Speed: 12-13 knots
Type: Expedition Yacht
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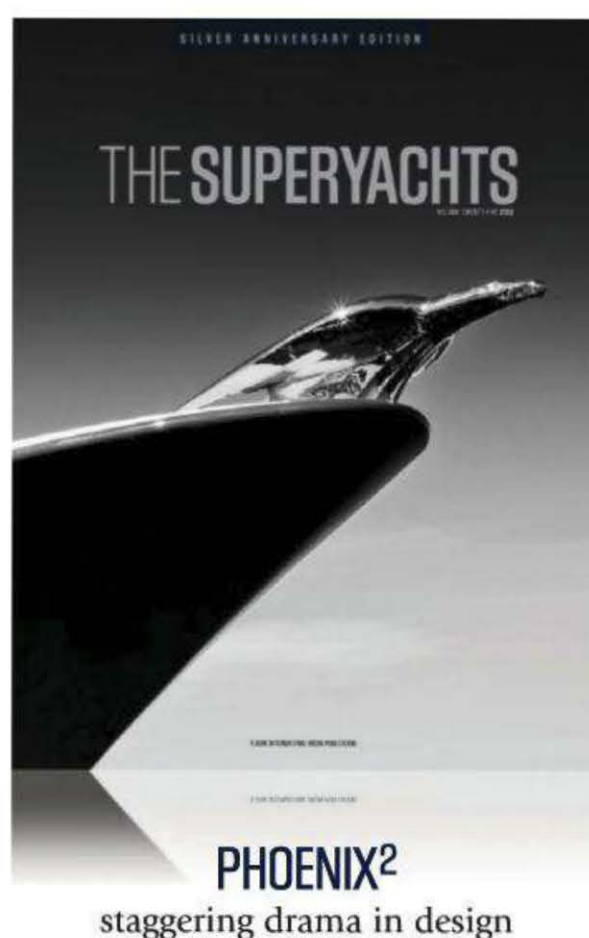
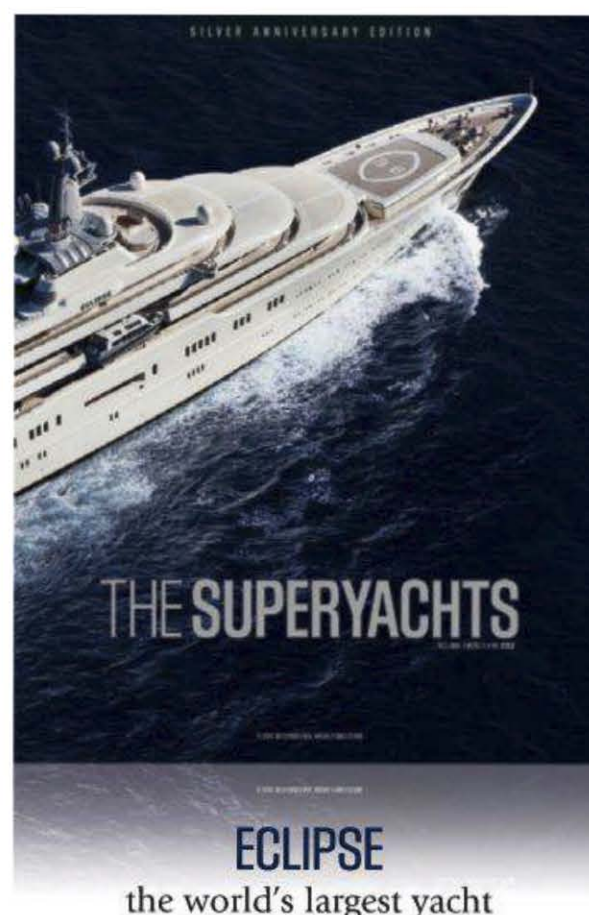
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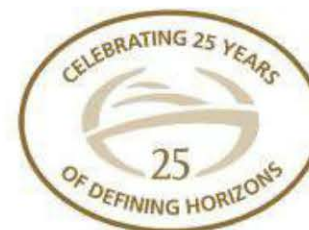
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Horizon CC105

The Horizon CC105 Explorer tri-deck yacht is built to DNV class and available for new delivery. With a 25'9" beam, the CC105 Explorer has a tremendous amount of interior volume, allowing for a sizable 5 stateroom layout and separate crew quarters. Powered by twin CAT C18-A 600HP engines and equipped with stabilizers, water maker and custom AV and NAV packages, the CC105 Explorer will be on display at the 2012 Palm Beach boat show.



Horizon V74

Function meets luxury with the new Horizon V74 -- built on a 20'6" beam, the V74 features an open three stateroom layout that incorporates an abundance of natural light. The V74 is the ideal turn-key yacht with a sizable country kitchen, enclosed bridge with day head, full-beam master cabin and separate crew area. Powered by twin CAT C18 1000HP engines and on display at Palm Beach 2012.



Horizon PC58

The new Horizon PC58 Catamaran lends the elegance of a luxury yacht to the stability and efficiency of a multihull design. Her clean lines and interior volume allow for a comfortable 3 stateroom layout with plenty of relaxing and entertaining areas. The PC58 incorporates twin Cummins 705 HP engines with optional ZF Joystick Maneuvering System and ZF Fly-by-wire Steering System for easy maneuvering. On display at Palm Beach 2012.



Horizon EP69

The new Horizon EP69 is characterized by her 20' beam and roomy accommodations for 6 plus crew with an open layout, large salon and country kitchen. Featuring twin MAN 560HP engines, custom NAV and AV systems, hydraulic bow/stern thrusters, digital stabilizer and water maker. Currently available for delivery.



Horizon E54

As stylish as she is functional, the new E54 unites the latest in green technology with a smart, modern design. The E54's 3 spacious staterooms, include a full-beam master, reminiscent of a much larger yacht. LED lighting and natural light keep her efficient. Featuring twin Volvo IPS engines, hydraulic hi/lo swim platform and a variety of layout options for even the most discerning tastes. On display at FLIBS 2012.



Horizon EP148

Built to BV Ice Classification, the new Horizon EP148 is designed with a steel hull, bulbous bow and 29' beam for comfortable long-range cruising. Luxury is not lost with the 5 stateroom layout, which allows room for additional creative design. Powered by Twin MTU 12V 4000 M60 1770HP engines, the innovative EP148 is the epitome of style, class and safety out on the open sea. On display at FLIBS 2012.

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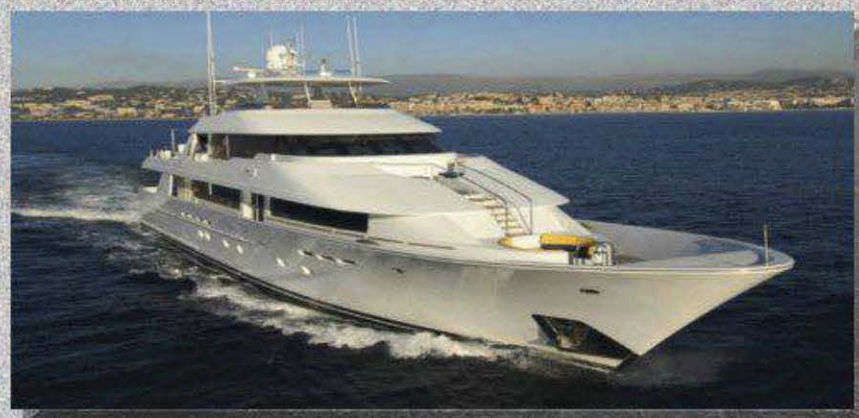


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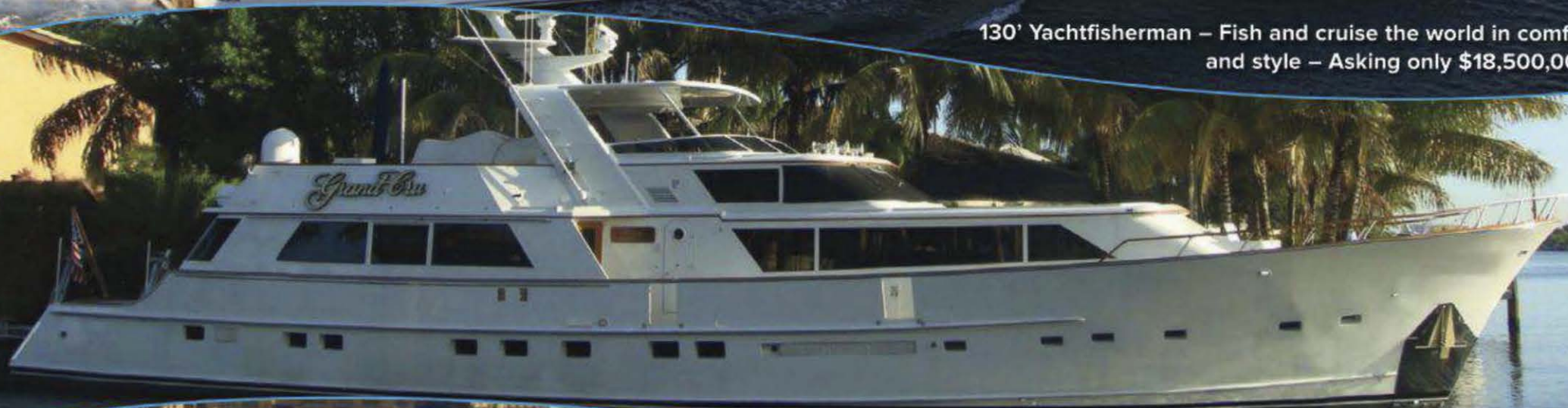
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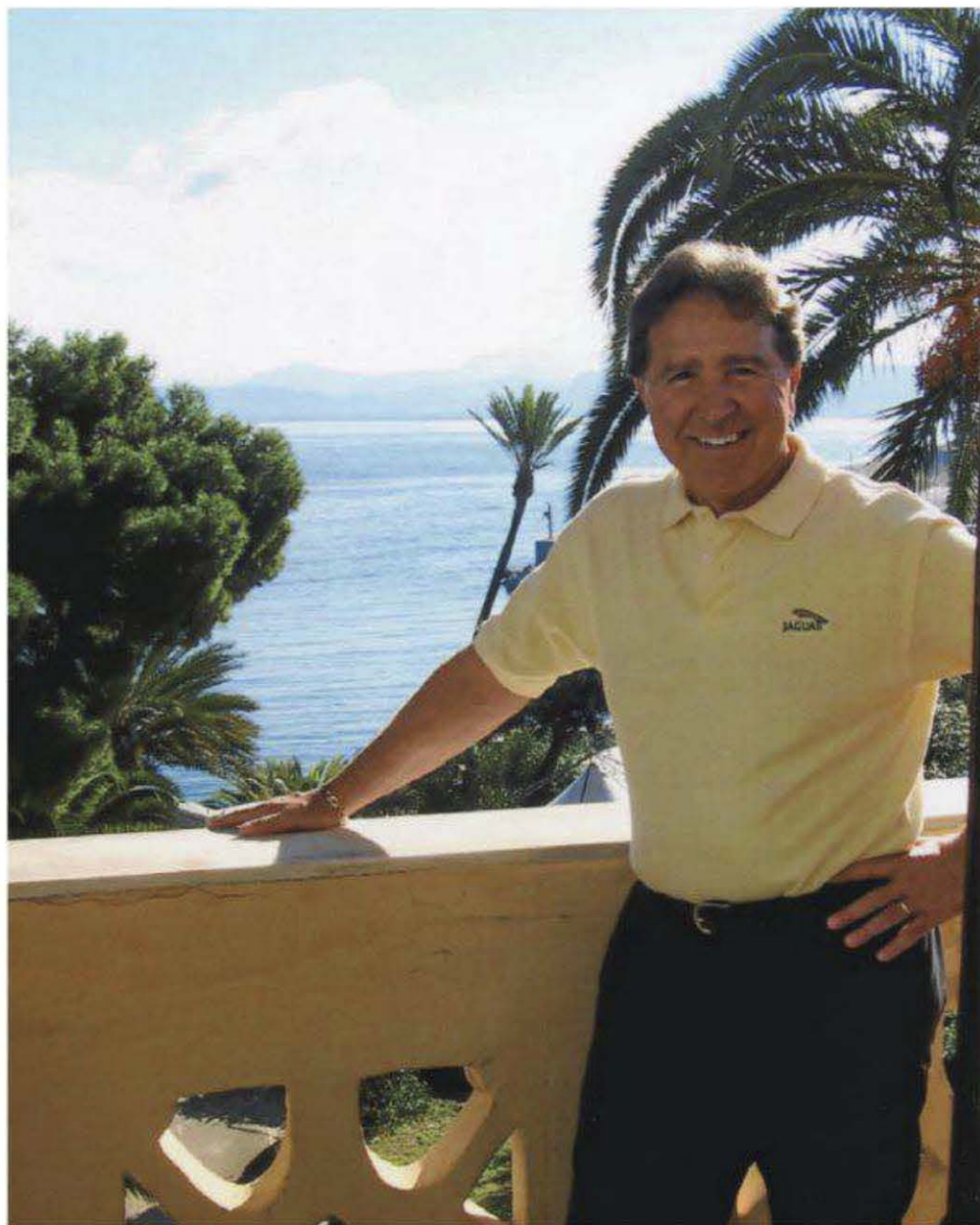


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Frank Mancino

His story is the American dream. Only nine when his father brought him to the U.S. from Italy, Frank Mancino spent years in an orphanage, attended night school, earning double Master degrees in finance and marketing, and at 40 started his own business.

INTERVIEW BY **GRACE TROFA**

Hometown/Age:
Wexford, Pennsylvania/66

Profession: CEO of Tri-State Trailer Sales with four dealerships throughout Pennsylvania and Ohio

First boat: When I was 45 I bought my first boat, a 34-foot Carver. Before that I was too busy to get involved in boating.

Current yachts: A 90-foot Hargrave, a 54-foot Ocean Alexander and a couple of fishing boats that I tow behind the big boats.

Favorite cruising ground? The Exumas in The Bahamas. It is absolutely gorgeous.

Favorite port?
Highbourne Cay in the Exumas

Most memorable yachting experience? Going through Devil's Backbone to Harbour Island off Eleuthera [The Bahamas]; there are all these reefs and you have to be very, very careful.

Boat on your wish list?
A 70-foot Hargrave sportfish. I really like to fish, and I think going out in a big fishing boat would be a lot better than going out in these little boats I tow.

First job? Sweeping barber shop floors when I was seven and living in Palermo [Italy]

What would we be surprised to know about you? That I love cats. My wife won't let me have more than the two, Chelsea and Louie—who has more facial expressions than a human.

Latest impulsive purchase?
A 2011 medium-gray Maserati Quattroporte with a beautiful pearl-beige interior. I've only put 1,000 miles on it in seven months because I use it only when I want to make myself feel good. The other impulsive purchase was a Mercedes S550, but the Maserati is more exciting.

Favorite saying? Work smart, work hard

What was it like being in an orphanage? Put a bunch of boys together in one space, there were a lot of fights. But I knew my parents loved me. My father got shipped back to Italy, so until he came back my mother couldn't take care of all us boys alone; she had to work.

Secret to your success?
Motivation, enthusiasm; you've got to really want it.

Last book read? *London Bridges* by James Patterson

Drink of choice? Italian red wines

Favorite watch? The one my dad gave me in 1959, which I still wear. A Philip watch, very thin, 24 carats with a Sicilian horn on it.

Favorite music? Frank Sinatra, of course

Favorite sport? Fishing first, football second

What drives you nuts?
Disorganization. I am more relaxed when things are organized.

If you had a pass at another career what would it be?
Probably a double agent

Life lesson learned?
Learn from your mistakes and don't repeat them.

What do you obsess about?
Tidiness

Anything on your bucket list?
I want to travel more to Europe and see the Orient.

Any hobbies? Boating and work are my two main hobbies.

Do you have any heroes?
Frank Sinatra and Mickey Mantle. Sinatra because his songs are stories about life and you learn from them, and Mantle because when I first came to the U.S. in 1954 I became a fan because all I heard about was Mickey Mantle; he hit a lot of home runs.

Your last meal would be?
A pasta dish of rigatoni with ricotta cheese and sausage ■



ShowBoats

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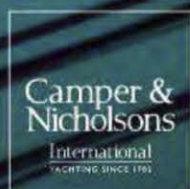
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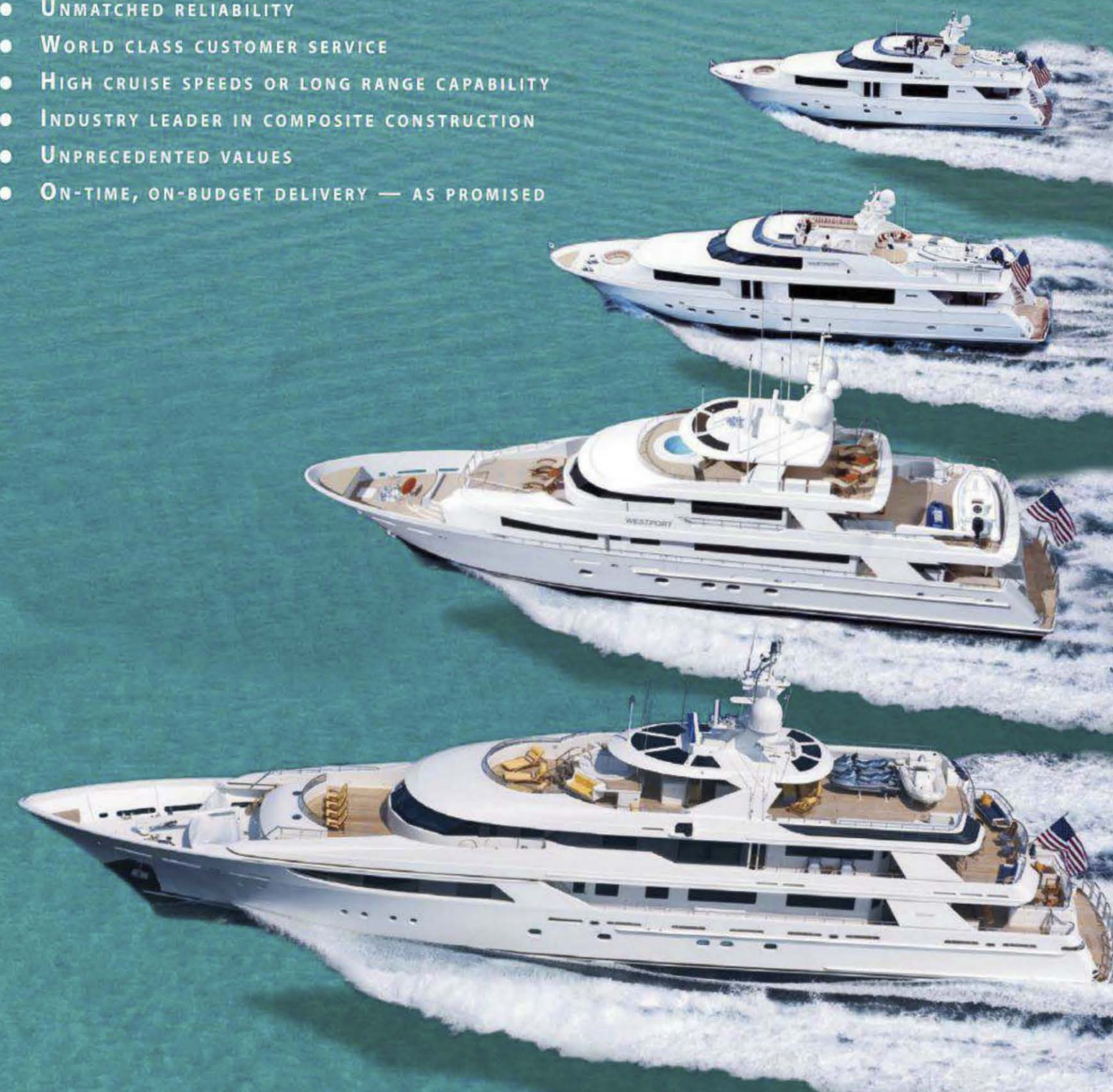
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